DISTRIBUTION

FINANCE EDUCATION PROFESSIONS GOVERNMENT ALTRUISM

VOL. 1.

WASHINGTON, D. C., WEDNESDAY, MARCH 19, 1913.

WHOLE NO. 9

CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA RIGGS BUILDING, WASHINGTON, D. C.

Subscription Price - - - \$1.00 for 20 Issues.

THE CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA.

Harry A. Wheeler, Illinois. VICE PRESIDENTS,

Teal. Portland, Oreg. A. B. Farquhar, York, Pa. H. E. Miles, Racine, Wis. Simmons, St. Louis, Mo. TREASURER.

CHAIRMAN EXECUTIVE COMMITTEE John Joy Edson, District of Columbia. DIRECTORS,

M. Averill, Portland, Oreg.

Frederick Bode, Chicago, Ill.

Farles K. Boettcher, Denver, Colo.

Flas Michael, St. Louis, Mo.

Edward G. Miner, Rochester, N. Y.

G. W. Mott, Savannah, Ge.

W. M. McCornnea,

W. M derick E. Boothby, Portland, Me. Caldweil, Memphis, Tenn. G. W. Mott, Savannah, Ge. I. T. Carroll, San Francisco, Cal. Craddock, Lynchburg, Va. 1985. E. Davidson, Bay City, Mich. Mr. H. Fahey, Boston, Mass. 1987. George Pope, Hartford, Conn. 1988. G. Rhett, Charleston, S. C. T. L. L. Temple, Texarkana, Ark. 1988. August H. Vogel, Milwaukee, Wis. 1988. Philip Werlein, New Orleans, Lz.

GENERAL SECRETARY. Eliot H. Goodwin.

HIEF OF EDITORIAL DIVISION.

ASSISTANT SECRETARY,

FIELD SECRETARY,

Indicates members of Executive Committee.

HONESTY-PATRIOTISM-FORWARD-LOOKING.

Elsewhere on this page appears a careful statement regarding the hamber of Commerce of the United States of America as representa-

restment, and the multiplication of generally satisfied employes, ing the cause of human progress. mid not have characterized the recent years of American history,

268,491 216,180 24.2

Without patriotism in the business heart it would have been imible for the preachers of new and broader doctrines to have gained told upon public thought; for the business forces of America are one body. To them so generally apply honesty and partrian that it is safe to call on them to "counsel and sustain."

means this. Every discarding of old methods for those of mod-mity and efficiency means forward-looking. Every participation of dation more democratic or more representative. There has never been

see whither our reckless use of resources was driving us-all 000 individuals and business firms. ether, farmers, laborers, capitalists. This is not the place, nor me idea that is leading to the increase of by-product coke ovens; the more practical education, for the conservation of babes, for the inaugural President Wilson said: neral improvement of sanitation, the efficiency of the human creature.

The President expresses the stir of thought and the sweep of visthat have characterized our nation since the beginning of the twenth century, and that have set free new ideals, not merely of social science as binding the people of to-day together, but also of racial nscience as conserving for those to come the things which are placed

our hands to care for. We quote again from President Wilson's inaugural, applying the ught to the business forces of America: "We know our task to be mere task of politics, but a task which shall search us through and rough, whether we be able to understand our time and the need of r people, whether we be, indeed, their spokesmen and interpreters, tether we have the pure heart to comprehend and the rectified will choose our high course of action."

RAILROADS AND PENSIONS.

Reform in Civil Service, House of Representatives, January 17, 1912.

Mantic Coast Line Railroad.

tha Railway.

ago and Northwestern Railway.

cago, Rock Island and Pacific Rail-

ago. St. Paul, Minneapolis and

and, Cincinnati, Chicago and St.

cland Valley and Terminal Rail-

tchison, Topeka and Santa Fe Rail- | Illinois Central Railroad. Lake Shore and Michigan Southern

Railway. Michigan Central Railroad. Newburg Railway Company. New York Central and Hudson River semer and Lake Erie Railroad.

New York, New Haven and Hartford

Buffalo, Rochester and Pittsburgh New York Railways Company Oregon Railroad and Navigation Co. Oregon Short Line Rallroad. Pennsylvania Rallroad, lines east of

Pennsylvania lines, west of Pittsburgh. Philadelphia and Reading Railway Southern Pacific.

Union Pacific Railroad. Washington (D. C.) Street Railway Co. claware. Lackawanna and Western

The pension allowance granted to the employes of the abovened roads are from 1 to 2 per cent of the average salary for the referendum the following definite proposal:

years preceding retirement. The permanently disabled employes are retired from ten years' vice and thereafter. The age of retirement is from sixty to seventy

ars. Compulsory retirement at the age of seventy. There are over 800,000 employes in service upon the roads grantg straight pensions.

The total number of railroad employes in 1908 was 1,436,275, ir average daily salary was \$3.24.

The total number in 1910 was 1,699,420, and their average daily alary was \$3.29.

THE DEPARTMENT OF LABOR.

On March 4, the President approved the bill creating the Department of bor, the purpose of which is "to foster, promote, and develop the welfare of wage earners of the United States, to improve their working conditions, d to advance their opportunities for profitable employment." To the new Partment are transferred the Bureau of Immigration and Naturalization and Immigration Service, the Bureau of Labor, which is to be the Bureau of

ect, collate, and report, at least once a year, statistics of the "conditions labor and the products and distribution of the same."

In labor disputes the Secretary of Labor is given "power to act as mediinterests of industrial peace may require it to be done.

THE NATION'S BUSINESS President Wilson and the Country's Business CHARTER BILL

"This is not a day of triumph; it is a day of dedication. Here muster, not the forces of party, but the forces of humanity. Men's hearts wait upon us; men's lives hang in the balance; men's hopes call upon us to say what we will do. Who shall live up to the great trust? Who dares fail to try? I summon all honest men, all patriotic, all forward-looking men to my side. God helping me, I will not fail them if they will but counsel and sustain me."-The Closing Lines of President Wilson's Inaugural Address.

integrity, in the development of that efficiency which makes for the pros- present evils. perity of the country as a whole, they have gone forward rapidly in the Without general honesty, the enormous increase of manufacturing the country's business, they are ready to do their part in further promot- rency Committee of Congress.

THE SPIRIT OF CO-OPERATION.

The evidence of this lies in the spirit of co-operation among business men in every part of the country, which in the past ten years has to a marked extent supplanted the strong individualistic leadership, which served its purpose in the early days of a pioneer country. Almost every town and city in the United States to-day has it chamber of commerce, board of trade, or commercial club, in which the business men of the community are brought together to work for the benefit of the community as a whole, not alone to advance their own selfish inter-

The value of this type of broad-minded, patriotic effort has been nerica—they are the farmers, the laborers, the employers, bound demonstrated so clearly that within the last year the demand for broader co-operation and united action on the part of these local and sectional units has crystallized in the formation of a great country-wide federa-In the requirement of "forward-looking," every new investment tion-the Chamber of Commerce of the United States of America.

ness forces in the general conservation idea means forward-looking. a more significant response to a call for public-spirited service than has Without any question, the early years of the twentieth century been shown in the rapid growth of this chamber, in attracting to its It in the future history of our America, be defined as the period of membership, within a period of eight months, more than 300 organizavision, for during that period the nation has stopped to take stock tions from forty-three States of the Union, representing more than 160,-These many organizations, with their thousands of representative

kory users care for every marketable fragment of their wood; the can play a greater part in the nation's advancement than ever before.

"We have itemized with some degree of particularity the things that ought to be altered, and here are some of the chief items: A tariff which cuts us off from our proper part in the commerce of the world violates the just principles of taxation and makes the government a facile instrument in the hands of private interests; a banking and currency system based upon the necessity of the government to sell its bonds fifty years ago and perfectly adapted to concentrating cash and restricting credits; an industrial system which, take it on all its sides, financial as well as administrative, holds capital in leading strings, restricts the liberties and limits the opportunities of labor, and exploits, without renewing or conserving, the natural resources of the country; a body of agricultural activities never yet given the efficiency of great business undertakings or served as it should be, through the instrumentality of science, taken directly to the farm, or afforded the facilities of credit best suited to its practical needs; watercourses undeveloped, waste places unreclaimed, forests untended, fast disappearing without plan or prospect of renewal, unregarded waste heaps at every

THE TARIFF.

should revise the tariff without delay, to the end that it may be more tariff problem which has concerned the country for so many years has highest development of country life. never been based upon scientific businesslike ascertainment of facts, and merely upon a desire for change.

In its first annual convention, held in January of this year, in which nearly 500 delegates, representing forty States, participated, and without regard for sectional interests, political affiliations, or other considerations, this representative body unanimously passed a resolution calling for the creation of a permanent tariff board or commission. In accordance with the vote the board of directors is submitting to the

(a) That the appointment of the Commission, following the usual procedure, be vested in the President with the advice and consent of (b) In order to make the commission an effective administrative

body, the number of commissioners should be limited, preferably not (c) That the term of office of members of the commission should be sufficiently long to give the board stability in permanency, preferably six years, and the terms of members should expire in rotation as in the

the Interstate Commerce Commission. (d) That a provision should be made for minority representation as in the case of the Interstate Commerce Commission, where not more

than three of the five members shall be of one party.

(c) That reports of the commission should be confined to ascertained facts and should exclude recommendations unless called for by the body having power to institute tariff legislation. The information secured commission shall be available to either House of Congress and

To the evolution of a plan of this character which will provide a are ready to aid by their counsel and experience and will welcome every resented 88,611 different business men, firms, or corporations.

of the two ages of the letter

Never in the history of the United States have our business forces | President and his administration can count upon those who have risked | Hon. J. Francis Burke, of Pittsbeen better organized to co-operate in the work for which President their all upon stability for sympathetic support in any effort made to burgh, was favorably reported by Wilson asks the assistance of all patriotic citizens. In spite of the many give our unscientific banking system a permanency, strength, and power the House Committee on Judiciary and involved problems which have come with the unparalleled indus- of resistance such as is common in older civilizations. The discussions by a unanimous vote, but was trial development of a country still young, the business men of America of this problem throughout the country, in recent years, have impressed not reached on the House calendar have already accomplished much toward meeting the high ideals to which the business men with the need of immediate action, and they desire by the close of the session. Reprethe President directs the attention of all our people, in his inaugural. only specific proposals from the government to rally promptly to its sentative Burke took an opportun-In the establishment of better working conditions for their millions support in the solution of this question, by indorsing any reasonable ity offered on March 3 to pass the of employes, in the fixing of more rigid tests of individual and corporate measure which will safeguard the interests of all our people and cure bill through the House under sus-

So definite are the views of business men on this matter, and so last fifteen years. Perhaps no country, within the same period, has made pressing the demand for a remedy, that without a dissenting voice they greater progress along these lines. Nevertheless, the business men of declared for immediate consideration of the question, in the annual the United States as a whole recognize that there is still much to be done meeting of the United States, and instructed Lodge of Massachusetts, but had in correcting the evils incident to our great industrial expansion, and, in their board of directors to express their sentiments in a resolution to be not been reported by the Senate that spirit of patriotism which has always marked the advancement of presented to the President and the chairman of the Banking and Cur-

These instructions have been complied with, by the forwarding of the following resolution:

The Chamber of Commerce of the United States of America believes the present moment to be one of grave import to banking and currency legislation. The country has been profoundly stirred by the discussions of the past two years. The defects of our present system are generally understood to constitute a menace, both to our domestic and to our international trade. The business men of the country should not again be exposed to the rigors of another such stringency as followed the large crop of 1912. The expected changes in our tariffs and the financing of another crop in 1913 make imperative immediate action by Congress. Moreover, it is apparent that the presentation of a sound measure to Congress would crystallize behind it the support of the business and banking interests of the country,

Therefore be it Resolved, That the Board of Directors of the Chamber of Commerce of the United States of America, acting under instructions unanimously voted by the convention of January twentyfirst to twenty-third, 1913, urge upon the Banking and Currency Committee of the House of Representatives the early submission to Congress, in extra session, of a measure which will overcome the difficulties from which we are suffering; upon the Senate, its prompt consideration of such measure at the extra session; and upon President Wilson, his cordial and earnest support in favor of early and complete legisla-

And be it further Resolved, That a copy of this memorial be sent to President Wilson and to Honorable Carter Glass, of the Banking and Currency Committee of the House of Representatives.

INDUSTRIAL PROGRESS.

The business men of the United States believe that better training to submit for the consideration of the Id space permit, to define the conservation elements that find their and progressive business men, have come together, with no narrow or for our industrial tasks, and greater efficiency, are among the most expression in business forces; but the same idea that is making selfish purpose, but in the belief that by more efficient organization they important factors making for the prosperity and progress of the average man, and that our educational system should be more practical and The programme of constructive effort through the medium of this useful than any we have yet developed. They believe that this probme idea that is involved in saving the cattle of the South by deoving their enemy, the fever tick, is involved in the present struggle not elusive or indefinite, but has already taken specific form. In his the programme for Federal co-operation in the evolution of a better system of vocational training and industrial education. These principles have been indorsed by the Chamber of Commerce of the United trade, and trade associations through-

> Business organizations and business men represented in this national federation recognize fully that better training will not meet all Washington at the invitation of the of our industrial necessities. They know that improved methods must President and the Secretary of Combe devised for establishing confidence between employer and employe; that right living conditions for all men must be made possible, and that 1912. it is a part of their task to aid in the establishment of such conditions. Committees have been appointed as a part of the organization of the national chamber, representative of every section of the country, to give careful consideration to these questions.

The American business man understands thoroughly that the fields are our support; also that the broadening market for agricultural products is due to the increase of the cities and city life. Therefore The Chamber of Commerce of the United States has already begun they have already welcomed every effort toward agricultural efficiency. The following list of railroads draws emphatic attention to the to make its contribution toward the solution of the problems to which toward conservation of soil, toward crop rotation, toward intensive use the President directs attention. The business men of the country agree of small areas, toward marketing methods that are businesslike and that in response to the pledges given the people the new administration scientific, and toward the great unions of farmers that have it within their power to do so much to raise agricultural standards and eliminate equitable. The fact is recognized, however, that consideration of the the barriers to social intercourse, which have hitherto hindered the

The business men welcome the suggestion of the President that means action based on those facts. It is the belief of business men that the be considered for affording facilities of credit to the farmer. The Chamber errors of the past should not be repeated; that, coincident with the en- of Commerce of the United States has already indorsed the effort to actment of new tariff laws there should be created a permanent tariff obtain the best information the world can yield toward the upbuilding sideration unless they be of a national commission, in order that future tariff changes may be based upon of a sound system of rural credits in America. The chamber will have knowledge of world conditions as well as domestic demands, and not a representative on the commission from the United States which will soon visit Europe to study conditions there. Moreover, it is the fixed policy of the business men, acting through their national chamber, to membership. Individual membership of co-operate with the great agricultural interests in every forward movement which will advance life on the farm.

persons, firms, or corporations is provided for by Article XII of the by-laws, but such individual members

NATIONAL FINANCES.

Our business men know that the programme of national progress, he support of which all good citizens are united, the scientific dein the support of which all good citizens are united, the scientific development of our agriculture, the efficient promotion of business and manufacture for the benefit of the country as a whole, the development of our watercourses, reclaiming of our waste lands, protection of our forests, and the elimination of the stupendous wastes which are still conspicuous in our activities, calls for the expenditure of vast sums of money on the part of our government and must place upon all our people an ever-increasing burden of taxation. In their opinion, these demands cannot be met as rapidly as they should be, and our progress will be seriously hindered unless the finances of the nation itself are put upon a basis of stability comparable with that which characterizes any well ordered business. It is the judgment of business men, as expressed through their national organization, that a better system can be devised only by following the experience of the other great nations of the world and establishing a national budget. That there is little. difference of opinion on this subject is demonstrated by the fact that in the first referendum which the Chamber of Commerce of the United Bureau of Corporations. States presented to the members by mail, thirty-four States cast 583 better basis for future tariff legislation, the business men of the country votes on this question, of which 573 were in the affirmative These rep
Compressional Appropriations Since 1875.

Training School for Secretaries.

Entiring School for Secretaries.

Entiring Compressions on Rural Credits.

Immigration Service, the Bureau of Labor, which is to be the Bureau of Labor, which is to co-operate with the Fresident and Congress.

BANKING AND CURRENCY.

In these steps already taken, and in the plan made for nation-wide of the business forces of our country have long known that the bank-ing and currency system of the nation was weakest when its strength was needed most. They have known that the body politic could not send in the direction of an attack upon credit and confidence. The sound plan for national development.

Commercial Revivals.

In these steps already taken, and in the plan made for nation-wide of the business men in public-spirited, forward-looking, and currency system of the nation was weakest when its strength was needed most. They have known that the body politic could not send in the direction of an attack upon credit and confidence. The sound plan for national development.

Arguments in Favor of Federal Charter for Chamber Set Forth in

HOUSE FAVORS CHARTER

The bill to incorporate the Chamber of Commerce of the United States of America just failed of passage at the short session of Congress which closed on March 4. As a result the bill lapsed and will have to be taken up anew in the Sixty-third Con-

House Bill 25106, introduced by pension of rules.

Senate bill 8359, the exact counterpart of the Burke bill in the House, was introduced by Senator Committee on Judiciary.

In spite of a strong effort to secure the consideration of the bill in the Senate by unanimous consent during the last twelve hours of the session, the fact that the committee had not reported on it stood in its way and with so many other pressing matters, it was found impossible to secure its pas-

In view of the reappearance of this charter legislation in the next Congress, the constituent members of the chamber are requested to familiarize themselves with it. The following brief forwarded by General Secretary Goodwin to the Senate Committee on Judiciary covers the essential details.

Senator Lodge of Massachusetts has introduced Senate bill No. 8359, entitled "A bill to incorporate the Chamber of Commerce of the United States of

judiciary committee the following brief argument in favor of the passage of

Organization of the Chamber.

The Chamber of Commerce of the a voluntary association unincorporated, the membership of which is made up of chambers of commerce, boards of out the United States.

It was organized as a result of a merce and Labor, April 22 and 23,

Its purpose is expressed in Article of the by-laws, copy of which is transmitted herewith:

"It is formed for the purpose of encouraging trade and commercial intercourse between the States, the Ter-ritories, and insular possessions of the United States of America and with foreign nations, and of promoting cooperation between chambers of commerce, boards of trade, and other com-mercial and manufacturers' organizations of the United States, increasing their efficiency and extending their usefulness. It is intended to secure co-operative action in advancing the purposes of its members, uniformity and equity in business usages and laws tration of opinion upon questions affecting the financial, commercial, civic and industrial interests of the country

Its purpose is clearly national and on any matters admitted to it for concharacter.

Only commercial and manufacturers' organizations not organized for private purposes are entitled to organization have no power to vote except as they Continued on Page Four.

TABLE OF CONTENTS.

hipbuilding in 1912.
orden Tohnage Along Atlantic.
onsaçola's Port Condition.....
ort Expenditures. prest Exports on Gulf.

Port Developments and Statistics from Many Points S PHILADELPHIA. Philadelphia, in her striking advances in 1,700-foot dry dock, which proposal

toward making her harbor up to date is being forwarded energetically by and affording her port all the physical one of the local business men's associadvantages which spell success in modations, and toward a \$400,000 pier, to ern commercial enterprise, is once more be built soon on the historic "putting aside an old and persistent but Treaty Park," occupying a part of wholly fallacious tradition. The man wholly fallacious tradition. The man who thinks of the present day city of Shipyards. This last—a double-deck Penn as "sleepy" or even "slow-going" writes himself down as more convermanted at its landward end of almost sant with the well-worn paragraphs of equal size—may be taken as an index the humorists than with 1912 statistics to the sort of wharf improvement that or 1913 plans. The third city in the is being debated and arranged for country is demanding a no less prom-inent stand in all industrial ratings, Immediate influence up

times the size of the old Bay Commondition to hold our own with other Atwealth, with Philadelphia twice as wealth, with Philadelphia twice as lantic ports.

large as Boston, in manufacturing as in population. Can we not do here what is being done up there? I am conwhat is being done up there? I am conwhat we can—and will."

I antic ports.

South American Prospects.

As has been pointed out by much of the literature that has sprung up so the literature that has sprung up the literature that h

than \$1,000,000. The city councils also and convenient trade with the United have been called upon to help, and the Chamber of Commerce is only the foremast of many local industrial and merous cantile bodies working toward the claimed here, have not to offer the capture of the port of Philadelphia a board of commerce has the port of Philadelphia a board of commissioners of navigation for the River of Commerce has

equal terms, the placing of wharves for their wares in the territories now under municipal control, and the development of the considerable stretches of river front that new await utilization for commercial purposes. The leading agent in most that is considered and set afoot is Director Norris, who asks in the bill previously referred to, for a large increase in the powers delegated to his department, Public opinion indorses this request, taking the ground that any one considering the situation will recognize that a primarily vital move on the city's part must be the regaining of the struction of the consideration for the improvement and to provide more liberally where cities of States has shown a disposition to take into consideration the amount that the localities themselves are expending for improvement, and to provide more liberally where cities of States has shown a disposition to take into consideration the amount that the localities themselves are reperiod to, for a large increase in the powers delegated to his department, powers delegated to his department, taking the ground that any one considering the situation will recognize that a primarily vital move on the city's part must be the regaining of that complete control of its river frontphia shall be put in possession of the propriation.

The present city administration has descent and soundings to ascertain the capacity of the river and its navigable tributaries for commercial purposes, and to prepare to the opening of streets, a long step in facilities, and the Department of plans therefrom and to keep reports the proposed for further to the opening of streets, a long step in facilities, and the Department of plans therefrom and to keep reports the proposed for further the propriation.

The possession of the propriation.

The present city administration has described in favor of the expenditure of the conduction of the river and its navigable tributaries for commercial purposes, and to prepare plans therefrom and to keep reports the propriation. to the opening of streets, a long step in advance, it is claimed, will have been taken. So also the power to compel the working upon a general plan of imowners of unimproved properties to bulkhead their lands, to prevent the filling of the channel and to afford depositary for the dredged material will be a potent force to hasten the improvements through the outlying

brought forward in proof that the time is ripe for such a movement as is under way. The first is in a lately published table of figures, compiled under direction of the harbor authorities, showing that in six average days, and only between the hours of 10 in the morning and 5 in the afternoon, 4.121 vessels passed the Chestnut Street. port, who shows the 1912 exports as standing at \$75,494,627, and the im-\$91221.188: a total business e more impressive when one knows that this means an increase within the twelvementh of above \$5,-000,000 in exports and an increase in mports of only a shade below \$11,000,-Supporters of the improvement plans, as well as all who have looked carefully into the general subject of America's present commercial expanion, are pointing out that this \$16,-000,000 growth is by no means an un-looked for phenomenon. Nor is it only a reflection of a nation-wide develop ment, some share of which would in evitably find its way in and out hrough Philadelphia's harbor. Rather is the first fruits of the policy adoptrity, a direct and gratifying result of

and the signs of the times point to her prompt acquirement of the position Rudolph Blankenburg, the Mayor, whose administration already has brought so much that it is worth while to Philadelphia, struck this note clearly when he said the other day: "Hamburg is ninety miles from the sea, but by persistent effort it has been made the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the ocean, the shipping center of the world. Philadelphia from the same sort. Speaking for the Chamber of Commerce, W. B. Kelly, freight commissioner of that obdy, said recently: "We are in close and constant touch with the steamship interests, and adelphia is 105 miles from the ocean, touch with the steamship interests, and but I cannot see why it should not be made Hamburg's equal. Boston has just received \$9,000,000 from the Massachusetts legislature to benefit her port, and the Keystone State is five times the size of the old Ray Commonstitute of the size of the old Ray Commonstitute.

that will cost something more by the 'round-the-Horn route. Direct \$1,000,000. The city councils also and convenient trade with the United same good end. The Federal government already has agreed to spend large sums in widening and deepening the ship channel from "the Capes" to a point well above the city.

Extent of Programme.

The general place of spend large western frontier of America as they have not to offer the manufactured goods most called for by Peru and Chile, Colombia, and Ecuatory and deepening the ship channel from "the Capes" to a point well above the city.

Extent of Programme.

The general place of the members, and the director of wharves, docks and ferries, who is one of the members, acts as president. Two are appointed by the Extent of Programme.

The general plan offers a programme ambitions, but both practicable and reasonable. It includes the building of modern piers, available for all comers, the extension of the Belt Line roads, in order that access to water terminals may be guaranteed to all on equal terms, the placing of wharves for their wares in the territories now

western frontier of America as they are in the East. Fleets from below the darking acts at Panama, thread the Caribbean, and so make the merce, one by the Councils of the city of Chester, and one by the Council of the Borough of Bristol.

Port Commissioners.

The commissioners are empowered "to

State Assistance Asked.

session is being asked by the city for teration, improvement, and repair of assistance in port development in two directions. First, by the appropriation of funds to be used in the construction of docks and terminals; second, the passage of a bill conferring on the city the right piers, or other harbor structures, or wharf, aggregating a tonnage of 1,334.

947. The other exhibit comes in the annual report of the collector of the port, who shows the 1912 exports as the confluence of the Schuylkill and Delarman and regulations. They may impose such ware Rivers with the idea of dredging out portions of it for docks, and filling in the remainder for port terminals. This shall deem fitting and proper. development which may come about future, but was a little in advance present needs which are more distinctly related to the development of the Commissioners of Navigation, the Board present Delaware River front in the com- of Wardens for the Port of Philadelphia ercial section of the city.

Assembly to secure the desired legislation.

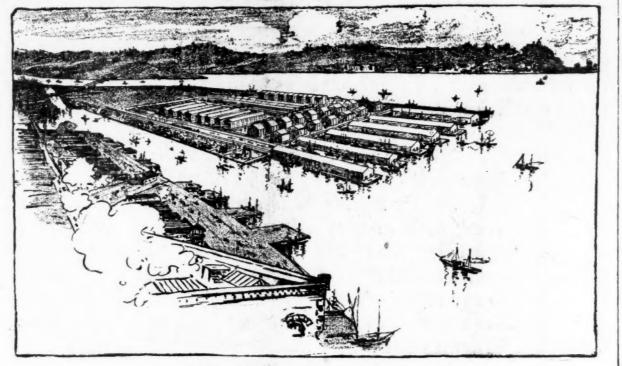
Meeting Natural Needs.

This general scheme of improvement will place the port of Philadelphia in ed and vigorously prosecuted by the The city has recently manifested a growcity, a direct and gratifying result of ing appreciation of its responsibility in the efforts already made to improve the matter of harbor improvement and the entorial facilities, and the greatest of encouragements in pushing yet further the task of making the port the natural channel of communication between the outside world and the mighty incongress is pressing for increased approdustrial region of which Philadelphia priation for the channel, in order that this great work of improvement may be completed at the earliest practicable day. In the past, the arguments in favor of Two of the numerous specific plans channel deepening have been countered under hand at this writing look toward by the argument that the improvement

COASTWISE TONNAGE OF ATLANTIC PORTS. According to the following table, the coastwise traffic of the port of Philadelphia stands third as to tonnage in the list of the Atlantic ports. The larger tonnage of Norfolk is due, of course, to the bulky shipments of coal from that port: Net tons.

New York	here, or
Philadelphia	vessels
Baltimore 5.437.850	Bango
Norfolk and Newport News	200 yard
Providence 3,091,035	twelve
New Haven 2,318,480	and ves
Fall River	thirty f
Washington 692,087	and tak
Portsmouth 388,210	sixty n
Wilmington, Del 345,429	rises al
ersey City 345,530	steamsh
New Bedford 745,127	During merce o
Hoboken 596,122	proporti
Newark 320,999	ment of
Perth Amboy	Bangor

-Wilfred H. Schoff, Secretary Philadelphia Commercial Museum.



HARBOR ISLAND TERMINALS, SEATTLE

vessel that will use the deeper channel. By an act of Assembly of the State of

of the United States government; to The Pennsylvania Legislature now in tions for the construction, extension, a

Old Offices Abolished.

Upon the creation of the Board of and the offices of the harbor master and Director Norris and Mayor Blankenirg have both been active in the furdelphia were abolished, and the functions therance of these Philadelphia port pro- (excepting the granting of licenses for jects through the State, and strong prees-sure will be brought to bear on the State city of Philadelphia) of the three offices above mentioned were vested in the new

channel in the Delaware River, it is pro- at the instance of the Illinois Waterfront vided that. In order to permit free an-chorage and movement of vessels in the have a width of 1,000 feet in front of the provement of the water and harbor fronts city. The anchorage areas in Philadephia of all municipalities, cities, towns and harbor are at League Island, Greenwich villages situated on navigable waterways Point. mond. In order to accommodate the Illinois, for the acquirement, construc-commerce of the city of Camden, one tion, maintenance, and operation of pubof the principal features of which is a lic docks and leeves, and for the ac large lumber trade, it is proposed to quirement by condemnation, or dredge a channel 15 feet deep along the wise, of lands, or rights, or interests such depth does not already exist

WILFRED H. SCHOFF.

BANGOR, Maine.

Much has been done by the national government to improve the facilities of this port during 19!2, as well as during the two preceding seasons, dredging the two preceding seasons, dredging crews having been at work under government. opposite the Maine Central Railroad docks. There are two marine railways way bill, and when the two measures

feet at low water. Opposite the joint hearing with a view to narmonial ing on one bill to the satisfaction of all interests concerned.

Illinois is one of five States that is Mr. Marsh, acting as a special com-

ke cargoes away.
ugh thirty miles from the bay, and

of the port has not increased in

winced we can—and will."

Mayor Blankenburg then was addressing the Pennsylvania lawmakers at Harrisburg, appealing for generous appropriations under the bill lately introduced by George W. Norris, director of the department of whoreage for the republication of the department of whoreage improvement along the pennsylvania lawmakers at four great to the canal and as rapidly as the work of channel improvement. The broad plan of improvement, the bill lately introduced by George W. Norris, director of the department of whares, docking to a general and ferries, looking to a general and ferries, looking to a general and ferries, looking to a general and thorough improvement along the Dela feet long and 150 feet wide, accommodating the Dela feet long and 150 feet wide, accommodating the Dela feet long and 150 feet wide, accommodating the Dela feet long and 150 feet wide, accommodating to be prepared for the enlarged commerce are closely related, in the endeavor to secure a greater market abroad. Its interests section of Philadelphia, an improvement along the Dela feet with the department of State and the Department of State and the Department of State and the Department of State is finding its problems in interaction provided each will be worked on the city of possible to the microsian ferries, looking to a general and thorough improvement along the Dela feet will be worked on the continuation, the Allantic markets may a rapidly as the work of channel improvement, the broad plan of improvement, which is now being shaped by the city with the literature that has sprung up so directly as rapidly as the work of channel improvement, the broad plan of improvement, which is now being shaped by the city with the literature that has sprung up so directly as rapidly as the work of channel improvement, the broad plan of improvement, which is now being shaped by the city with the department of State and the Department of State and the Department of State is finding in this city, the Seattle Port District, was rapidly as the work oping and then conserving the American market abroad. Its interests are in being "at peace with all men," since only by peace is commerce made safe and only by peace and the interchanges of peace can commerce be extended, except from the monetary development inci-

The Department of Commerce has its tasks so obviously in the total for all other projects, even exclud-connected with a roadway, thus gi realm of business and business facts that argument relative to it seems merely a statistical bureau to record facts after they are brought to on Harbor Island, the erection thereon light, but rather as will be considered as the statistical bureau to record facts after they are brought to on Harbor Island, the erection thereon light, but rather, as will be seen in its later development, to promote pier business interests and to render more efficient all distributive agencies lineal feet of berthing space; the erec

both at home and abroad. Printed elsewhere in this issue are the facts, State by State, which prove the remarkable manufacturing developments that took place be-The commissioners are empowered "to tween the years 1904 and 1909, and which are still moving forward in

Particular attention is drawn to the totaled statistics on page 1

showing the progress of the United States as a whole in the number of manufacturing establishments, the persons engaged in manufacture, the capital involved, the wages paid, and the value of products. Careful consideration of these figures will convince all relative to the im-

that a primarily vital move on the city's part must be the regaining of that complete control of its river frontage that has been lost through years when self-seeking politicians have been managed for the permanent good of the whole community. If Phliadelphia shall be put in possession of the power of eminent domain with respect.

The output of manufactures is increasing in a ratio vastly greater docks, slips and basins, and for compelling the masters and captains of ships, vessels, and boats to accommodate each of the propulation, consequently the point of saturation of the bort improvement. In the past, both city of philadelphia has already ing the masters and captains of ships, vessels, and boats to accommodate each of the propulation, consequently the point of saturation of the ing the masters and captains of ships. American market is approaching. In this column are included the stable to be the manufactures and captains of ships. The output of manufactures is increasing in a ratio vastly greater than that of population, consequently the point of saturation of the bort improvement. In the past, both city of Philadelphia has already ing the masters and captains of ships. American market is approaching. In this column are included the stable to be the manufactures are included the stable to be the manufactures are included the stable to be the material should have been and state have aided or loaded the install in the immediate to be the material should have been and state have aided or loaded the community. If Philadelphia has already to accommodate each the material should have been and state have aided or loaded the stable to be the material should have been and state have aided or loaded the stable to be the material should have been and state have aided or loaded the stable to be the material should have been and state have aided or loaded the stable to be the material should have a state have aided or loaded the stable to be the material should have been and state have aided or loaded the stable to be t The output of manufactures is increasing in a ratio vastly greater

3		1
e	Foodstuffs, partly or wholly manufactured	1
8		
-		1
e	Miscellaneous 7,886,217	11
8		1,
0	TOTAL MANUFACTURED EXPORTS\$1,434,443,912	1.
-	Summary of Unmanufactured Exports for the Year Ended December 31, 1912.	11
-	Foodstuffs, in crude condition, and food animals\$138,247,979	[i
2	Crude materials, for use in manufacturing	1
e	TOTAL UNMANUFACTURED EXPORTS\$928,252,144	1
t	Summary of Manufactured Imports for the Year Ended December 31, 1912.	1
ŧΙ	Fig. detailer nonther on subally manufactured (free)	1 .

	TOTAL UNMANUFACTURED EXPORTS	\$928,252,144
1	Summary of Manufactured Imports for the Year Ended December	31, 1912.
	Foodstuffs, partly or wholly manufactured (free)	\$13,098,155
	Foodstuffs, partly or wholly manufactured (dutiable)	
	Manufactures, for further use in manufacturing (free)	
	Manufacturers, for further use in manufacturing (dutiable)	
	Manufactures, ready for consumption (free)	
1	Manufacturers, ready for consumption (dutiable)	301,405,204
	Miscellaneous (free)	12,120,053
į	Miscellaneous (dutiable)	4,521,686
4		
Į	TOTAL MANUFACTURED IMPORTS	\$947,219,103
	Summary of Unmanufactured Imports for the Year Ended December	

TOTAL UNMANUFACTURED IMPORTS......\$870,914,252

WORKING TO USE **WESTERN WATERWAYS**

Remarkable Union of Effort by Five States to Meet SHIPBUILDING IN 1912 Increasing Transportation Problems.

Under the new project for the 35-foot introduced into the Illinois Legislature

"For an Act to provide for the im-Cooper Point, and Port Rich- within, or bordering upon, the State of portion of the city front where therein for same; to create a board to pth does not already exist. struct and erect, alter, repair, or remove and to regulate and control the construc-tion, maintenance, and operation of belt railways, wharves, docks, levees, slips, piers, quay walls, basins, other water-front lands or rights or interests therein and of all structures, equipment and apparatus thereon, in said municipalities, cities, villages, or towns; to authorize

Five States Movement.

one of these having a capacity for so of 1,000 tons.

The Illinois Committee held a meeting come before the legislative committee at Springfield, the committee representing in Quincy, December 18, at which a bill the down-State bill and the committees for that State was blocked out and recommittees. or is at the head of havigation of the down-state out and the enobscot, and there is a channel representing the City of Chicago and the Chicago Association of Commerce, plan a ferred to the chairman of the committee for completion. After the bill had been feet at low water. Opposite the joint hearing with a view to harmoniz-

miles from the ocean, the tide bill, the five States being Illinois. Iowa, bout fifteen feet and there is a not depth of water to float ocean each of these States a bill has been completion. ps of large size.
the past few years the comif the port has not increased in
the port has not increased in
the provide and developto the growth and develop-

proportion to the growth and development of the extensive territory tributary to Bangor because the extension of the Bangor and Aroostook Railroad to Stockton and Searsport on Penobscot Bay and the establishment of large terminals there has taken from Bangor a portion of our coal shipments and a large portion of our coal shipments and a large portion of our foreign commerce. The present business of our port is, however, of large magnitude, and with encouraging prospects for the future, while still further improvements are anticipated in the next few years.

EDWARD M. BLANDING,

Secretary Maine State Board of Trade.

This live-state individual to waterways to support the bill. Thus far the request has been compiled with without any opposition. There is no intention in the proposed legislation to force any municipalities to make the terminal improvements authorized by the bill. In fact, under the laws of Illinois no bonds could be issued without an approving vote of the municipalities and dock, levee and harbor equipment and freight-handling devices, are absolutely essential value and approving to be on intention in the proposed legislation to force any municipalities to make the terminal improvements authorized by the bill. In fact, under the laws of Illinois no bonds could be issued without an approving vote of the municipalities and dock, levee and harbor equipment and freight-handling devices, are absolutely essential value and proposition.

EDWARD M. BLANDING,

Secretary Maine State Board of Trade.

The need for inland waterway transportation purposed to that end initiated by the Upper Missing to the total any opposition. There is no intention in the proposed legislation to force any municipalities to make the terminal approving to the total any opposition. The need for such end in the proposed legislation to force any municipalities to ma ion to the growth and develop- legislation is an outgrowth of activities

A noteworthy waterfront bill has been | tation rests upon these among other rea serve the needs for transportation

ent and future The fact that there are certain classes of freight, the transportation of which by water is far cheaper than by railroad and quite as satisfactory.

The rapid development of manufacture in the Central West, coupled with the

increase in agricultural products due to cientific advancements.

The completion of the Panama Canal. The improvements being made by the Federal government on the Mississippi River from St. Paul to the mouth of

the Mississippi River. Lake, canal, and river improvements ing made or planned. The completion of the Cooper dam.

At a convention held by the Upper

Mississippi River Improvement As tion last September, the basic feature of the proposed legislation was approved and it was decided at that meeting that the legislative campaign in each State should be under the guidance of the respective vice presidents of the five States as chairmen of the respective States, each chairman to select his own associates.

Committee Work.

for completion. After the bill had been

Mr. Marsh, acting as a special com seeking legislation this winter of the character described in the down-State mittee for that purpose, has had copie of the bill printed and mailed, together with a copy of a resolution, to each municipal government and com organization located on public waterways in Illinois. The resolution instructs their Senator and Representatives to support the bill. Thus far the request has been complied with without any opposition. There is no intention in the proposed

SEATTLE'S PROJECTED EXPENDITURES.

Twenty million dollars of public and private funds have been plodge for the improvement of Seattle's harbor within the next five years. listribution, according to a table prepared by the Port Commi

Seattle, will be as follows:	
Agency. Location of improvement.	Sum
	\$2,275,666
	250,000
	750,000
Inturamian Waterway	600,000
	1,000,000
Renion Waterway	50,000
Penton Walerway	
Thetriot Sammamish Miver	59,000
Smith Cove Dock	1,900,000
FOST WOIDPWAY DOCK	858,000
	4 30 000
	3,000,000
HOPPOP ISISING 121	2,000 000
	27,000
Thiwamish Dock	350,000
	250.000
Toko Washington Perry	159,000
	2,275,000
	Act 00.000
S. GovernmentDuwamish Waterway (probably)	225,000
and privateBridges, subways, docks	2,250,000
Total	\$20,000,000

In addition to extensive terminals now warehouse and storage

ing the conditional bond issue of \$2,000,000. complete connection between Railroad

The project contemplates the immediate Avenue and the up-town section on easy tion of a cold storage warehouse of 120,-000 square feet floor space and other warehouses furnishing 320,000 square feet of floor space, together with the neces- and property holders to utilize the matesary equipment, railway tracks, pave- rial on Denny Hill for the fill, and to senent, ferry service, &c.

This company plans to erect seventy uildings, including several six-story con- portion of Railroad Avenue. dation of manufactories. Also modern storage warehouses with every facility for handling raw and finished products; in fact, every equipment known to modin fact, every equipment known to heart of the efficient assembling body, about five miles square, in and distribution of commodities at the heart of the city, and Lake Washing minimum of time and expense. The above sketch of the Harbor Island terminals some thirty miles long by five miles wi gives an idea of the proposed structures forming the east boundary of Sea which the citizens of Seattle intend to install in the immediate future. Space, light, heat, and power, with unsurpassed rail and water facilities, will be furnished manufacturers at rates which many now the most magnificent land-locked fres

The commission proposes to acquire for future development a considerable tract railroad, at the present time, is b of ground on the south side of Salmon
Bay in the immediate neighborhood of that district. Completion of the the Interbay Railroad yards, and best Washington Canal in 1914 will extend situated of any point on the bay for attle's water front from fourteen mil future commercial development. As an to 140 miles in length. mission will make provision on the east markets and the rich farming side of the tract for the purse seiner's east of Lake Washington, a ferr fleet of Puget Sound. This provision will has been chosen which gives the consist of slips for laying up the boats, distance across the lake and the marine railway for hauling out for re- est service across the city pairs, places for drying nets, sheds for storage of the paraphernalia of the boats, oil tanks for supplying fuel, and such to the business district. It other provision as is necessary for a complete installation. Plans for this work are completed and bids have been accepted for the dredging and bulkhead Rainier Valley highway and Dear work. The plant ought to be ready for Street, thus giving an almost level gra

he commission proposes to construct a have been chosen, one at Medina and olid filled pier with a wharf frontage at Bellevue, and an alternative seri on the north and south about 400 feet will be provided. The sites on the long each, and a quay frontage on the bay side about 800 feet long. Ultimately west shore will have to be condemned. the wharf and sheds may extend around the entire frontage, but for the present the north front will probably be utilized about 150 feet. The services of a n as a sheltered motorboat harbor. The interior portion of the pier, approximateing the boat and supervising its ly one acre in area, will be utilized for struction

entire project will be worked

nent for a period of thirty years.

The sum voted for it is equal to the The first and second stories will be first and second stories will be first and second stories.

The improvement will also serve as a sea wall along nearly 1,000 feet of water front, and it is the desire of the port commission to co-operate with the city

With the assistance of the government Seattle and King County are now structing a waterway connecting Puget Sound with Lake Union, a fresh wate

water harbor in existence There will be ample dockage facilities both lakes, with the rail acc

ing quick ferry service between Way, whence the shortest car rou for freight traffic across the city.

Between Blanchard and Battery Streets On the east side of the lake two sidewheel propulsion, the length

Record of New Tonnage in the United merchant steam tonnage was about States Last Year, Compiled by Lloyd's.

According to the "Annual Summary of Shipbuilding at Home and Abroad," published by Lloyd's, the total number of ships built in all countries in 1912 was 1,893, with a gross tonnage of 3,436,398 tons compared with 1,768 vessels with a gross tonnage of 3,419,009 tons in 1911 and 1,399 of the year there were eleven merchan with a tonnage of 2,268,707 in 1910. Of the total built last year 1,719 were merchant vessels and 174 warships.

The United Kingdom built 712 merchant vessels, compared with 1,007 in all other countries, and 30 warships, against 144 vessels launched showed an increase for the rest of the world. The United Kingdom's percentage of the merchant tonnage launched was 60 per cent, compared with 68 per cent in 1911 and 58 2-5 After deducting for vessels lost, brok-

en up, &c., the steam merdiant tonnage about 52,000 tons, in Germany.

of the United Kingdom in 1912 showed a net gain of about 420,000 tons, while th sailing tonnage decreased about 65, tons. The net increase in the world 276,600 tons, the sailing tonnage showing

a decrease of 68,000 tons. In the United States 174 merchant ver sels with a total tonnage of 284,223 to were built. This is an increase of ove 112,000 tons from 1911. The tonnase launched on the Great Lakes amoun to about 90,000 tons including six vess of from 5,000 to 8,600 tons. At the en steamers of between 5,000 and 9,000 ton

building in the United States. Although the year was a record of point of activity the figures of vess actually launched in the United Kingd fell below the total of 1911 by some tons. In foreign shipyards, however, th 317,000 tons over 1911.

At the end of the year there three vessels of over 40,000 tons each course of construction. Two of these, the White Star Liner Britannic, 50,000 toni and the Cunarder Acquitania, 45,000 tons in the United Kingdom, and the other the Hamburg-American Liner Imperator

TONNAGE MOVEMENT IN FOREIGN TRADE.

Tonnage movement in foreign trade in leading Atlantic ports sail and steam, American and foreign register, amounted in 1912

Baltimore	1.192.037
Boston and Charleston, Mass	0 040 944
Charleston, S. C	001 208
I Cilidiffilia, I id an ana	7 7 7 / 113.2
Jackson vinc, 1 ld	114 0/4/4
Tremport Irems, Va	367 920
ATOM A DIR 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	10 679 760
Norioik-Portsmouth, Va	450 937
Lassamaquouty, ME	311,985
Perth Amboy, N. J	131,559
Philadelphia, Pa	0.700 193
Plymouth, Mass	289
Portland-Falmouth, Me.	450,735
Sayannah, Ga	408,893
Savannah, Ga	400,000
Wilmington, N. C	111,923
-Wilfred H. Schoff, Secretary Philadelphia Commercial	Museum.

rade of t

lowing

Philad Antwe Mancl New Havre

Showing How Commerce Develops its Conveniences

PENSACOLA, Fla.

ad a value of \$24,037,070. g operated, or constructed, to of the world, and make her the cheapest four of which either have conare in the process of con-

ectly with

the port

ng Puget esh water

modations

located i the Lake een miles

oute leads

with the

at on the boat with

out 65,000 e world's about 2, e showing chant ves-84,223 tons se of over amounted six vessels t the end merchant 9,000 tons

of vessels i Kingdom some 65,000 wever, the ncrease of

here were ns each in these, the 50,000 tons, 45,000 tons,

Imperator,

ports,

1912

2,037

8.244

920 3.765 9,237 .985

8.893

ity. two sites

a combined coal and lum-The part used for handling docks, warehouses, storage yards, &c. ated, the wharf is 2,440 feet LELAND J. HENDERSON, sville and Nashville Railroad ng its large storage and ware-

lities, and erecting a new quar-

Fine Pier Construction.

vantages, location, industrial opportuhad a value of \$24.037,070. For odar year 1912 the value of her of lumber and naval stores slighted as against the year 1911, but orts of cotton increased from \$8,-1911 to \$12,048,348 in 1912. The in exports during the decennium December 1912 would indicate and of the next ten year period with the exports of Pensacola to alue of \$50,000,000. This is a very tive estimate as shown by the during the period named the lity for export in the city was road and its docks. Now two dilroads have docks in use, and nities, and trade territory tributary to roads have docks in use, and dock and connecting railway proposed and s have larger docks under con-authorized by the bond issue, and to The railroad system first men- provide for port organization in all its also planning the extension of features, giving facilities which will en-facilities. Five railroads are able Pensacola to compete with the ports

Fine Harbor Entrance,

on to be added to these facil-nuncipal dock and marginal channel with a width of 450 feet, and a radiroad, for which bonds have depth of 33 feet; the harbor anchorage basin has an area of 19½ square miles of by the Pensacola Commercial not less than 30 feet, and 71/2 square miles

on.

ies Existing and Proposed.

If Transit Company, a corporating the docks used by the Louising the docks used by the Louising the docks used by the Louising the second, still further out, "The Nashville Railroad, offers the Pier-head Line." Inside of the pier-head line, the city has jurisdiction. Between eing a two-story covered pier, the bulk-head line and the shore line, ated track, having a length of and a pier width of 108 feet, the Legislature, confirmed by court profor depth alongside of 28 feet. Pragona Street wharf, partly the city limits—that is, between the eastd part covered, and part twolegth. 1.950 feet; pier width, 140
has 23 feet of water alongside,
are two short piers also in operaeach side of the two above deExpansion and extension of
cilities are proposed.

In the last report of the
Mayor of the city, it was shown that
the municipality owns 4.407 lots and 632
fractional lots, having a value of \$2,000,000
all of which is available for municipal

TAMPA'S GROWTH TOLD IN FIGURES.

I MIVI	A D U	KUWII	I I OLD	11100	KLD.	
		Post-		Tons		
Internal	Custom	office	Cigars	phos-	Building	Tonnag
revenue.	receipts.	receipts.	shipped.	phate.	permits.	by wate
 \$280,205	\$638,515	\$27,282	90,408,000	168.788	\$137,000	
 004 050	352,336	41,311	85,144,000	169,916	198,000	32,07
 4 4 2 0 4 0	530,128	31.357	111,670,000	184,849	225,000	87,74
 100 = 110	871,377	33,900	147,848,000	296,203	268,000	96,02
 400 440	865,409	36,332	147,330,000	326,000	304,588	131,20
	1,250,984	40,296	141,905,000	412.091	671,863	169,84
 W 4 0 0 0 0	1,318,531	47,597	167,630,000	370,794	807,000	228,25
 Word or a	1,501,189	60,267	196,961,500	439,789	1.074,432	274,39
	1.604.826	74,362	220,430,000	448,445	1,070,000	295,42
 13 W 4 1 W 6	1,764,647	64,336	277,662,000	529,268	1,282,415	432,98
 OOF OLD	1,687,609	114,631	285,660,000	602,078	1,395,054	531.46
 201 A10	1,581,390	119,512	236,681,000	971,020	1,260,255	676,31
 004 550	1,891,836	138,747	267,059,000	1.041.800	1,550,453	821.27
	1.377.262	169,106	201,405,000	1.120,384	1,685,586	1,098,07
	2,299,472		293,360,000	1,245,289	2,012,112	1,637,67
 854 726	1.859.038	187.342	273,485,000	963,440	2,382,850	1,838,01

in port. From England there were 120 going tramp steamers. This development is steamers, 14 schooners and one bark. In the list with 25 steamers, and Italy followed with 25. The other nations were represented with from one to twenty vessels, some steamers and some barks. In all there were 1,013 vessels to enter port during the year. There were 1,011 vessels to depart.

Today Tampa stands tenth of all American cities as a producer of revenue all of the quay construction type. Many

PORTLAND, Ore.

deep water navigation on the Willamette nected with rail transportation

as available for deep water shipping, as the work of providing the necessary depth to the docks on this frontage is excessive neither in the amount of material to be excavated is readily handled by suction dredges in nearly the whole distance, as there is an entry absence of rock or howlders in the office of the commission are laid down.

If the lower portion of the river to its mouth be included, the frontage available for deep-sea vessels becomes twentyfive miles, so that greatly increased dockage facilities can be readily supplied for the reconstruction of the harbor front for the shipping interests of the port demand additional berthing space. The commission may modify, such plan demand additional berthing space. The frontage mentioned above is based on quay construction, which will, naturally, be greatly increased by pier and slip construction, which can be used and is contemplated on a considerable portion of the port's harbor front.

The commission may modify, such pian from time to time as the requirements of commerce and shipping and the advance of knowledge and information on the subject may suggest.

2. To provide for publicly owned docks of such number and character, and on one of such number and character, and on the subject may suggest.

of the port's harbor front.

The city has already developed, by private interests, a river frontage over which had the Stars and Stripes flying. There was not a week during the year that there was not a Brittsh steamer in port. From England there were 120 steamers, 14 schooners and one bark. Germany was next in the list with 28.

Contemplated on a considerable portion of the port's harbor front.

The city has already developed, by private interests, a river frontage over the proper.

3. To purchase or acquire by condemnation such lands as may be necessary for use in construction of any publicly owned docks of such number and character, and on such plans as it may deem feasible and proper.

3. To purchase or acquire by condemnation such lands as may be necessary for use in construction of any publicly owned docks or any other structure.

Steamers, 14 schooners and one bark. Germany was next in the list with 28.

Germany was next in the list with 28.

To-day Tampa stands tenth of all American cities as a producer of revenue for Uncle Sam,

W. B. POWELL, Secretary,

We all varying in length from 300 to 500 feet, are all of the quay construction type. Many front.

7. To dockage.

River, twelve miles above its confluence with the Columbia River, and disciplinary and disciplinary and the columbia River, and disciplinary and the columbia river. ence with the Columbia River, and distant 112 miles from the sea-the mouth of the Columbia River.

city, and the question was brought to definite issue when, in November, 1919, an amendment to the city charter was If both banks of the Willamette River and of Ross-Island in the upper harbor and Swan Island in the lower harbor be included, the water frontage within the city limits is about twenty-five miles. Of this about fifteen miles is considered as everythele for deep water shipping as

who shall be appointed by the Mayor.
The commission of public docks was ganized in December, 1910, and is now of the commission are laid down on very broad lines. Briefly stated, the specific duties and powers delegated to

Duties of Dock Commission

7. To establish, regulate and alter lockage, wharfage, and other rates on derricks and electric conveyors, and all publicly owned docks. Since its organization the commission has proceeded with due caution and deliberation in its work, and has given necessary time to study and preparation. fully realizing that by the successful prosecution and completion of this im and carry out depend in a very great

Charleston, S. C., is a city with ap-million dollars on their line connect-proximately 70,000 people. She has ing the Chesapeake and Ohio at Elk-

CHARLESTON, S. C.

TAMPA

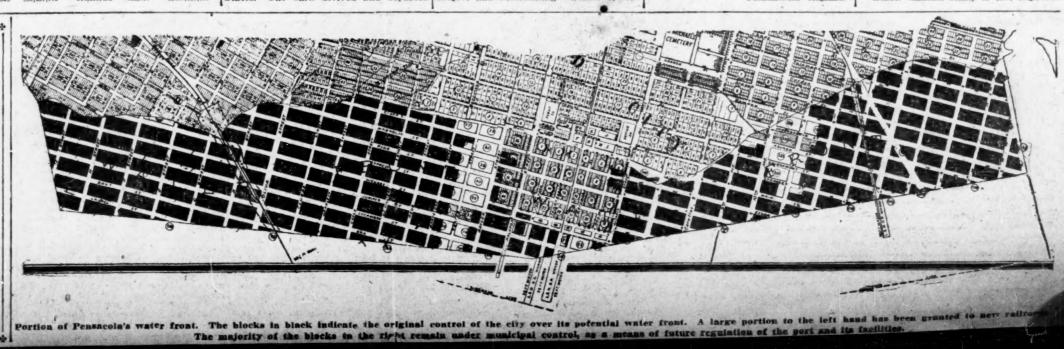
TAMP

CHARLESTON, S. C. TAMPA FOREST EXPORTS OF MEXICAN GULF PORTS

SOME IMPRESSIVE PORT EXPENDITURES.

In his annual report a couple of years ago, Director Hasskarl, of the wharves department of Philadelphia, made the folowing comparison of figures spent up to that time on harbor and dock improvements by various cities:

	III FTAIICISCO	
Ba	dtimore	12,000,000
Ph	iiladelphia	4,000,000
	Or including State of Pennsylvania, \$	34,665,000.)
Li	verpool	200,000,000
Ha	amburg	125,000,000
Lo	ondon	100,000,000
310	itwerp	95,000,000
M:	anchester	85,000,000
1/6	ew Castle	85,000,000
H:	avre	20,000,000
1	-Wilfred H. Schoff, Secretary Philadelphia Co	mmercial Museum.
100		



PAUL T. CARROLL

SAN FRANCISCO

CALIFORNIA

FREDERIC E. BOOTHBY

A.H. AVERILL.

PORTLAND,

OREGON

E G MINER ROCHESTER

Continued from Page One.

trolled by its organization member-

corporations numbering over 165,000.

A list of the membership to February

1, 1913, is attached hereto. This mem-

months that have elapsed since April,

by month, and is indicative of the truly

national and representative character

One question has been submitted to

a referendum vote by all organization

nembers-that of the plan for a na-

tional budget as submitted to Congress

The questions dealt with in the an

Chinese Republic, Pomerene bills of

A copy of the form used in sub-

delegates and ten votes. An organiza-

and one additional delegate and ad-

The board of directors is made

of twenty-five members and ex-officio

sentative of all sections of the country

The list will be found at the head of

The chamber maintains permanen

headquarters in Washington, D. C.

the corner of Fifteenth and G Streets

now located in the Riggs Building, at

members over wtenty-five.

this letter.

as soon as it can be prepared.

were consular service, recognition

of this chamber.

bership has been secured in the nine

PORTLAND!

CHAMBER ANNOUNCEMENTS

The next meeting of the board of directors will be held in Washington D. C., April 24, 25, and 26.

District Offices.

Following the plan adopted by the Board of Directors for the establishment of district offices of the Chamber of Commerce of the United States of America in different sections of the country, three such officers have now been organized and hendquarters have been established.

The Chicago office, under the direct personal supervision of President Harry A. Wheeler, is located at 10 South La Salle Street, and was established at the same time as the Washington benduceter.

commerce Street, under Mr. W. P. Upham, as District Secretary.

The New York office has been temporarily established in the Acolian Building. Bown 1140, 29 West, Forty-second Street with the nurses of securing.

ing, Room 1140, 29 West Forty-second Street, with the purpose of securing headquarters in an office building downtown at an early date. Mr. Edgar G. Criswell, who has been connected with the Annalist, published weekly by the New York Times, will take charge of this office as District Secretary on April 1. As assistant secretary for the time being, Mr. Harry C. Coles, formerly connected with the United States Civil Service Commission, will be attached to

that office. The chamber expects to be able to establish district headquarters on the Pacific Coast within a short time.

The purpose of the district secretaries in the different sections of the country is to keep the chamber more closely in touch with its organization members and render to them more direct and specific services, with the view to supplying their actual needs. The district secretary will at all times be in communication with the members of the chamber situated within his district. communication with the members of the chamber situated within his district, nd will serve as a means of communication with the national headquarters

Mr. W. T. Selleck has been working in New York for the chamber for ome time past, and will make his headquarters at that office.

Meetings Attended.

President Wheeler will address the semi-centennial anniversary of the Saginaw (Mich.) Board of Trade, April 9.

Messrs, Wheeler and Fahey attended a banquet of the Springfield (Mass.)

Board of Trade in February.

General Secretary Goodwin addressed the annual convention of the National Wholesale Lumber Dealers' Association, at Atlantic City, March 7. Mr. Goodwin will also address the annual meeting of the North Carolina Pine Association.

sociation, at Norfolk, Va., March 20.

The editor of The Nation's Business addressed the Virginia-North Carolina Implement and Machinery Dealers' Association, in Richmond, Va., the Bradford (Pa.) Board of Trade, and the Baltimore Ad Club, in February. On March 21 he completes the twelfth of a series of lectures before the Y. M. C. A. of Washington on the general subject, "The Nation's Business."

Additional Committees.

In addition to the committee announcements.

Eusiness of February 17, the following committees are now completed and occupied with research on the subjects assigned to them.

Baltimore, Md.—On North American-European Trade: C. Wilbur Miller, president Davison Chemical Company, chairman; Theo. Mottu, president Lumber Exchange; J. C. Gorman, president Atlantic Transport Company, Baltimore; W. H. Fehsenfeld, Red C Oil Company; F. S. Chavannes, Chesapeake Iron Works.

Seattle, Wash .- On Oriental Trade: J. D. Lowman, New Seattle Chamber of Commerce, chairman; C. H. Hyde, president Tacoma Chamber of Commerce, Tacoma; John W. Eddy, Port Blakely Mill Company, Port Blakely; E. A. Stuart, president Pacific Coast Condensed Milk Company, Seattle; O. M. Clark,

president Pacific Coast Condensed Milk Company, Seattle; O. M. Clark, president Clark & Wilson Lumber Company, Linnton.
Washington, D. C.—On Patents. Trade-marks, and Copyrights: Gen. Ellis Spear, chairman; W. W. Kincaid, president the Spirella Company, Meadville, Pa.: Perry B. Turpin, Washington, D. C., Joseph R. Edson, Washington Loan and Trust Building, Washington, D. C.; William G. Henderson, Washington, D. C.

Pittsburg, Pa.—On Canal and River (Interior): John E. Shaw, chairman; Morris Knowles, engineer; A. J. Kelly, jr., president Commonwealth Real Estate Company; Benj. G. Follansbee, president Follansbee Bros. Company; T. J. Gillespie, Lockhart Iron and Steel Company.

Industrial Arbitration.

At the February meeting of the directors it was voted that the committee on committees nominate a special committee of five on the arbitration of industrial disputes; that said committee be constituted as are other committees of the chamber. The secretary was instructed to advise Mr. Bernheimer, chairman of the committee on arbitration, of the Chamber of Commerce of New York, with respect to this action.

New Members.

American Supply & Machinery Manufacturers' Association, New York, N. Y. 208 Board of Trade, Passalc, N. J. 325
Board of Trade, Paterson, N. J. 325
Chamber of Commerce, Trenton, N. J. 254
Commercial Club, Eugene, Oreg. 348
Business Men's Association, Danbury, Conn. 270
Board of Trade, Clarksburg, W. Va. 400 509 organizations are now members.

The National Budget.

Copies of President Taft's message to Congress, February 26, 1913, sub-mitting a budget, with supporting memoranda and reports, are being mailed to all members. The volume contains 433 pages.

Ship. No individual members have been detected to date. The organization and organization.

2. Incorporation under State or to all members. The volume contains 433 pages.

In view of the vote of constituent members, the chamber stands for a States, also in the District of Columbia, the District of Columbia, the Torritory of Hayarii in Ports.

According to statements made last January, President Wilson is for a bia, the Territory of Hawaii, in Porto "carefully considered and wisely planned budget," and will have conference with his "legislative colleagues" with a view to bringing a budget system into American Chamber of Commerce for

Directory of Organizations.

The Ruceau of Foreign and Domestic Commerce of the Department of Commerce has now placed in the printer's hands a directory of the commercial organizations of the United States. It will make a volume of 160 pages of close print. If will be published as a Senate document, and also be for sale by the uperintendent of Documents, at a price yet to be announced

The Page Bill.

The Page-Wilson bill lapsed through failure of Congressional conference to reach an agreement. Every friend of vocational education should consider all possible ways and means of bringing to this legislation in the future more nteiligent and insistent support.

PRAISED FOR BROAD PURPOSES.

its preparation for real work comes at only on the average voter, but in busian appropriate time, as a new administration of the affairs of the country is soon to begin. The Wilson administration will deal with matters that vitally concern the manufacturing and commercial welfare of the country. Among these important subjects are the revision of the and currency plan and the significance prove, in a sense, a national university of the Panama Canal to American trade. course for its membership and promote On all these matters the Chamber of in the sphere of finance and commerce commerce of the United States, representing the intelligent and best thought going on in the political world. It is not the process of education which has been education bill, and the banking and promote facilities and industrial education bill, and the banking and promote facilities and industrial education bill, and the banking and promote facilities and industrial education bill, and the banking and promote facilities are represented to the process of education which has been education bill, and the banking and promote facilities are represented to the process of education which has been education bill, and the banking and promote facilities are represented to the process of education which has been education bill, and the banking and promote facilities are represented to the process of education which has been education bill, and the banking and promote facilities are represented to the process of education which has been education bill, and the banking and promote facilities are represented to the process of education which has been education bill, and the banking and promote facilities are represented to the process of education which has been education bill, and the banking and promote facilities are represented to the process of education which has been education belong the process of education belong to the proc facturers, will be in a position to render trade narrowness, to cultivate breadth control at Washington, valuable advice, and we believe that it will be given in United States Into complete harmony In voting, whether the broadest kind of spirit. The Chamber of Commerce will speak in no uncertain tones as occasion requires. And we rendered a most notable and permanent venture to predict that the new administration, in view of the expressions of Mr. Wilson regarding trade and busines conditions, will be in need of just such constructive thought, garnered from wide experience in practical life, as the mem-bers of the National Chamber of Commerce can give. Wilmington is prac-tically interestly in the work of the national organization.-Wilmington News.

Praise from New York.

The Chamber of Commerce of the United States is just eleven months old, having grown out of the national commercial conference called meet in Washington last April. The officers and directors then chosen have within less than a year made the chamber a power rapid growth of the recent past indicates cided a need this organization will fill. Two hundred and thirty-five business organizations are now united in one.

-The Troy Times.

Wisdom from Maryland.

The economic problems that Congress is called upon to deal with, as Gov. Wilson pointed out in his recent address to the Chicago Commercial Club, can be solved more promptly and more easily by the cheerful co-operation of the business men of the country than in any other way. The legislation of Congress and the of the government should not represent the compulsory force of a majority and the reluctant assent of an unconvinced and discontented minority of conand all sections. There might, even under such cimcumstances, still be differences of opinion as to details, but if the great

The formation of the national body and | years has made a lasting impression not ness and financial circles as well, and that the representatives of the latter are manent tariff commission has been ortake a broader view of their relations to the country and of the way they should do their work in their special fields. The National Chamber of Commerce may, therefore, wield an unusually important Washington, January 21 to 23, 1913, tariff, the necessity of a new banking influence just at this moment and may course for its membership and promote lading bill, permanent tariff commis commerce of the United States, represent the process of education which has been education bill, a control of the intelligent and best thought, going on in the political world. If it currency system, among the business men and the manus should help to eliminate professional and President-elect Wilson, when he assumes of vision and business statesmanship, and service to the nation.-Baltimore Sun.

Praise from Texas. One of the most important and useful

rganizations in America is the Chamber Commerce of the United States, with adquarters in Washington, D. C. is to the nation and the States what Congress is to the people. It is universal in its scope and free from parti-

The Texas Bankers' Journal was quick to recognize its value, when months ago received direct information regarding its origin, aims, scope and plans.

It will prove an important factor in

the investigation of facts that will lead to the concentration of wise counsel that will formulate plans in concrete form in the business affiairs of the nation. The need of a Chamber of Commerce of the United States was seen before ever the Representative men from every State United States was seen before ever the Constitution of the United States was was was was united. In 1783 Pelatiah Webster outgreat organization, and nearly every imlined the plan of such an organization, portant city in this country has become tions of the country are now being or yet only in 1912 did it become a fact. The a member by the representation of its ganized. Chamber of Commerce or business league. "In a multitude of counsel there is wisdom," and where the affairs of this

Praise from Massachusetts. The Chamber of Commerce of the it is going to be a very useful body. It is

believe they will be as time goes on.
This great chamber has the opportunity

munication, each committee so made of Commerce of the United States of up as to be representative of the different sections of the country. Federal Incorporation.

JOHN MOTTE.

SAVANNAH. GEORGIA ..

No question has or can be raised as to the right of the Chamber to secure the usual benefits of incorporation. The sole question is as to incorporation by a Federal charter. The Chamber seeks a Federal charter for the following reasons:

1. It is national in scope, purpose,

No individual members have been bia, the Territory of Hawaii, in Porto Rico, and the Philippines, and the Chambers of Commerce incorporated Chambers of Commerce incorporated by State or district in which the Nathe Levant is a member. These aftional Chamber would seek incorporafiliated organizations have a combined membership of individuals, firms, and tion.

3. All enlightened European nations have national chambers recognized by the national government, and in some cases receiving governmental financial support. This chamber recognizes that 1912, is increasing in numbers month government support would to American ideas, and receives it support from the commercial interest of the country at large, but believes it should be accorded recognition by Congress, which would allow it to treat on a parity with the national commercial organizations of foreign countries by the president with a message dated for the benefit of the development of the foreign trade of the United States. Incorporation by a State or the Disbeginning to be progressive, too, and to dered to be submitted to referendum trict of Columbia would stand in the way of the recognition of this cham-

ber as a national organization. 4. A Federal charter is sought for no other purpose than those above bill that the chamber shall not engage in business for its own profit without limitation.

5. There exist precedents for such Federal incorporation, and the con-stitutionality of such legislation canmitting a question to referendum is In voting, whether by referendum or not be successfully questioned. of in annual or special meeting, each organization member is entitled to dele-North River Bridge Company gates and votes in accordance with U. S. 525), in which the United States of the Pittsburg plan were adopted the extent of its own membership, not Supreme Court said in 1803: exceeding, however, in any case ten

"Congress may create corporations as appropriate means of executing the powers of government, as, for tion member is entitled to one delegate and one vote for twenty-five members instance, a bank for the purpose of carrying on the fiscal operations of ditional vote for each two hundred the United States, or a railroad corporation for the purpose of promoting commerce among the States."

To the same effect, however, are a the president, treasurer, and four vice line of decisions, of which it is only garded the advent of this body with ex-Its membership is reprenecessary to mention: McCullough v. Maryland, 4 Wheaton,

Osborn v. Bank of United States, 9 Wheaton, 736. California v. Central Pacific Railroad

Company, 127 U. S. 1.

6. The bill does not raise the question of Federal incorporation of organizations engaged in interstate busi-It has established a news service in ness, in view of the proviso that the the shape of a monthly publication en-titled The Nation's Business, which for profit. Business corporations in goes to all its members and officers, general prefer State incorporation, Johnson, president of the Baldwin Locoand to about 1,000 newspapers with seeking such incorporation in the State which exchange has been arranged. Which has the most liberal incorpora-A general bulletin is issued weekly to members in regard to matters affecting tions and supervision of the Federal United States by the breadth and pertilenery of its discussions has shown that legislative bulletin is issued weekly perform no functions beyond those ex-

America is attached hereto. CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA. ELLIOT H. GOODWIN, General Secretary

Some National Corporations Created by Congress.

GEORGE POPE

HARTFORD.

JOHN W. PHILP.

DALLAS,

GEORGE H. KELLY!

OMAHA. NEBRASKA

Group of Ten New Directors of the Chamber of Commerce of

the United States of America Elected at the

Annual Meeting January 23, 1913.

TEXAS:

Carnegie Institution of Washington act of April 28, 1904 (33 Stat. L. 575): To encourage and promote scientific investigation and research.

American University; act of February 24, 1893 (27 Stat. L., 476): To establish a university.

June 26, 1886, a general act for national incorporation was approved, entitled "An act to legalize the inal Trades Union as "an association forth by Mr. Conant: of working people having two or more branches in States or Terriand efficient workers," and gave power to establish branches in all States and Territories. Incorporation was to be effected by filing articles

Washington National Monument Soact of February 26, 1859 (11 Stat. L., 386): To erect a national monument to the memory of Wash-

Expression of Good Will.

R. F. Babcock, National Councilor to the Chamber of Commerce of the United States from the National Wholesale port at the annual meeting of that Association at Atlantic City, March 6 and 7 When detailing the call of President named. A proviso is inserted in the and of Secretary Nagel, Mr. Babcock showed what steps were taken to bring the Chamber of Commerce of the United States into existence. Extracts from his 4.

"As president of the Chamber of Con merce of Pittsburg, and realizing what a difficult task it would be to successfully organize a great institution, em-bracing the whole United States, without some crystallized plan, the Chamber of Commerce delegates went to Washing terially in formulating the plan that was (155 eventually adopted, inasmuch as portions most verbatim. Hence, my apology for being, perhaps, unduly prejudiced in favor of and a hearty supporter of the plan

"Never in this or any other country in so short a time, were assembled the correlated agencies organized into a con structive force to promote and solve the economic and social problems of our country. Both the executive and legis-ative branches of the government repressions of great confidence in its be-coming an educational influence standing between the people and the law making powers at Washington, and providing a place where both the President and Con-Union Pacific Railroad v. Myers, 115 gress can put their ear to the ground and U. S. 1. country on the solution of our national problems.

Referendum Praised.

A comprehensive review of the object merce of the United States appeared in motive Works. After describing in detail every step of the referendum method of securing united action, Mr. Johnson said:
"These provisions, and others not re-

during the session showing the status pressed in its by-laws above quoted, and assure their consideration by trade alive, for one thing. It talks about matters that concern the country now, not those of fifty years ago. This is a good augury.

The Chamber of Commerce of the House of Paragents.

The Chamber of Commerce of the House of Paragents.

The Chamber of Commerce of the House of Paragents.

The Chamber of Commerce of the House of Paragents. policy of the government should not represent the compulsory force of a majority and the reluctant assent of an unconstituted and discontented minority of considerable size and character, but the harmonious pulling together of all interests conflicting interests sometimes, but with wisdem and patriotiem ruling and all sections. There might, even under such cimcumstances, still be differences can be all adjusted. We believe they will be as time goes on. of opinion as to details, but if the great majority of business men were of the same mind on general principles and had the same general point of view as the body of the people, we should secure prompter and more effective results in labelation and business. We believe the will conduct itself without partisanship, it will take rank as the first extra-legal progressive campulism of the last few body in the United States—Boston Post. the benefit of Congress or the Execu- dar and will be reached for passage in subcommittees of five in different geo-

BUREAU OF CORPORATIONS.

The report of Luther Conant, jr., Commissioner of Corporations, relative to the Bureau of Corporations, appeared February 22, 1913. Mr. Conant, in his report, states that-

The chief work of the Bureau of Corporations thus far has been that of investigation and publicity. These were the principal objects contemplated at the time it was established and the principal objects considered for several years after its organization. Gradually, however, there has come about a change in ideas in certain quarters as to the proper field of the bureau's activities, with increasing discussion of more definite control of the great corporations of the country. At times this has taken the form of suggestions of Federal incorporations or Federal license for the great industrial corporations engaged in interstate trade, with such provisions as would give a substantial degree of supervision on broad lines without direct regulation of their business operations. In the past year or two, however, there has been a noteworthy agitation, not merely for publicity and for general supervision, but also for regulation of a very specific sort.

In view of the above statements relative to the evolution of corporation of National Trades bureau and its functions, there is here included a graphic arrangement Unions." This act defined a Nation- of the powers and duties of the Commissioner of Corporations, as set

BUREAU OF CORPORATIONS.

more branches in States of Territories for the purpose of aiding its members to become more skillful 1. To make diligent investigation into the

organization, conduct, and management of the business of any { corporation, joint stock company, or corporate combination engaged in commerce among

was to be effected by fining articles with the recorder of the District of and with the recorder of the District of and with foreign nations.

| excepting common carriers subject to "An act to regulate commerce."

(a) gather information and data to enable the President to make recommendations to Congress for legislation for the regulation of commerce;
(b) report such data to the President from time to time, as required;
(c) the information so obtained, or as much thereof as the President may direct, shall be made public.

For the foregoing purposes the Commissioner shall have in respect to

panies and

le same powers and authority as is conferred upon the Interstate Commerce Commission in respect to common carriers, so far as the same may be applicable, including the right to subpoena and compel the attend-ance and testimony of witnesses, the production of documentary evi-dence, and administer oaths.

The same requirements, obligations, liabilities, and immunities imposed of conferred by the interstate commerce act or act of February 11, 1893, are made applicable. To---

compile, useful information concerning interstate commerce corpublish, and porations, including insurance companies.

To attend to such other duties as may be hereafter provided by law. A SERVICE QUICKLY RENDERED.

On January 22, the American Consul at Trinidad wrote to the Honorable Secretary of State reporting that money sent to an American firm by the Trinidad Dye Works in September last had been ac knowledged but the goods had not been-shipped, and satisfaction could not be secured. On February 12 this letter was referred by the Secretary of State

to the Secretary of Commerce and Labor.

On February 15 the letter was referred by the Department of Cmmerce and Labor to the Chamber of Commerce of the United States of America for investigation.

On February 17 statement regarding the complaint and claim was sent by the Chamber of Commerce of the United States of America to the Chamber of Commerce in the city where the dilatory firm conducted business.

On February 19 the local Chamber of Commerce forwarded to the Chamber of Commerce of the United States of America the facts in the case. On February 21 the local Chamber of Commerce again advised

the Chamber of Commerce of the United States of America that the goods in dispute had been shipped.

On the 22d of February the Greenwood (Miss.) Business League referred to the Chamber a protest on rates for shoe polishes from Cambridge, Mass., in carload lots, to Greenwood, Memphis, and New Orleans. The matter was immediately referred to the Boston Chamber of Commerce for investigation, in order that the questions involved might be presented to the Southern classification committee at Cincinnati April 7.

WAR AND CREDIT.

The difficulty which Austria is experiencing at present in negotiating a load The difficulty which Austria is experiencing at present in negotiating to defray her mobilization of troops against the Balkan allies proves considered investors generally, particularly those of Great Britain and Flare hesitant to purchase bonds issued for a purpose menacing to the internal trade, and material prosperity of Europe. As a result, a further than the province of the of interest rates upon such securities may follow, and a decline in the pr those already floated.

Borrowing for war purposes tends to depreciation in the credit of the borrower; borrowing for development or approved financial reasons makes for a stable credit in a borrower.

The peaceful and productive enterprise of Argentina, Brazil, and Egyp The peaceful and productive enterprise of Argentina, Brazil, and Estimurishes more security to the average investment mind than the relatively greater standing of Germany and Austria—countries in which militarism is highly developed. The greater credit attaching to the French and Italian securities aforementioned, although France and Italy maintain large armies if due to the suptained record of these countries for peace and progress; while the military proclivities of Germany affect the standing of the securities offered so investors by some of her splendidly conducted cities.—Financial America.

HOMER H. JOHNSON

CLEVELAND,

PHILIP WERLEIN

NEW ORLEANS, LA.

contrary

Senate s with S. 4 on 2-28-1 in deleggerer the H. R commerc (H. Rep. ate in S. on Judic H. R cars con such cars con the cars con groperty stocks at stocks at the commerce property stocks at mission t Rep. 129 reproduct and bond

of Agrica system w and distr as provis propriation

building Status: 1 Grounds. H. R. 287

purchase bill auth \$25,500,00

S. 800
of July 2;
3-3-13. (
H. R.
1894: Ma
are in res
the gover
for goods
by the Pr
H. R.
Act of Ju
by United

the city of the Missistion of a south, the stands, the Bluff Stre

Bluff Str.
Lyndals J.

Legislative Results of Congress Last Session Bills Which Became Law Measures that Failed of Passage Marine Corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used their rights under homes shall receive warrants. The corps of the United States durling the war of the rebellion. Provided that those who have not used the provided that the corps of the United States durling the war of the rebellion. Provided that the corps of the United States durling the war of the rebellion. Provided that the corps of the United States durling the war of the rebellion. Provided that the corps of the United States durling the war of the rebellion. Provided that the corps of the United States durling the war of the rebellion. Provided that the corps of the United States durling the war of the rebellion. Provided that the corps of the United States durling the war of the rebellion. Provided that the corps of the United States durling the war of th

stembers desiring copies of any of the Public Acts may apply to this office.) Appropriation bills are omitted.

COPYRIGIPTS.

E. R. 23568—Mr. Morrison: To amend section 55 of "An Act to amend and solidate Acts repecting copyrights," approved March 4, 1909; Requires that incates of copyright show all facts necessary to indicate the right to a cright, (S. Rep. 1187). Approved by the President, 3-2-13. Public Act No. 405.

CORPORATIONS.

R. 27323—Mr. Gillieuddy: To provide for refund or abatement under cer-senditions of penalty-taxes imposed by Section 38 of the Act of August 5, provides for refund of additional tax in excess of \$100 levied as penalty, ding to subsection 5, for delay in filing returns. (H. Rep. 1339; S. Rep. Approved by the President, 3-3-13. Public Act No. 422.

COURTS.

COURTS.

S. 8439—Mr. Crawford: Restricting the issuance of interlocutory injunction suspend the enforcement of the statute of a State or of an order by an administrative board or commission created by and acting under the statute of a State: Allows such injunction by federal courts only after the restriction of the Supreme to racircuit judge, upon ten days' notice to the governor, attorney general judge may grant temporary restraining order to prevent irreparable my. An action in the State courts upon the same point would stay proing in federal court. (S. Rep. 1309. Satus: Reported by S. Com. on Judiy, 2-24-13, with amendments expressly limiting the effect of the bill to metion upon the ground of unconstitutionality of a State statute, allowing ring aften five days' notice, and permitting a district judge to issue temary restraining orders. Passed Senate, 2-25-13; passed house, 3-3-13; apvect by the President, 3-4-13. Public Act. No. 445.

FOOD AND DRUGS.

14. R. 22526—Mr. Gould: To amend Sec. 8 of Act entitled "An Act for pre-enting the manufacture, &c., of adulterated or misbranded foods, drugs," &c., approved June 30, 1906: Permits a reasonable variation in quantity of contents i package from weight, &c., marked on outside. (H. Rep. 850; S. Rep. 1216).

IMMIGRATION.

Immigration: Provides for supervision of transportation of immigrants to it destinations in the interior of the country and of their safe conduct at tination, and authorizes establishment of stations for these purposes. (H. 8, 855.) Approved by the President, 2-25-13. Public Act No. 387.

H. R. 28280—Mr. Linthicum: To authorize the use as a site for the United tes immigration station and grounds at the Port of Baltimore of a piece land acquired by the United States about the year 1826 as part of an addition for Fort McHenry, &c.: Provides also for acquisition of an outlet at cost \$2.0,000. (H. Rep. 1438). Became law as provision in H. R. 28766, for which below under "Public Buildings."

INTERSTATE COMMERCE.

S. 4043—Mr. Kenyon: To prohibit interstate commerce in intoxicating liquin certain cases: Places inhibition on shipments meant to be used, &c., trary to the law of the State to which sent. (S. Rep. 956). Status: The ste substituted the text and title of H. R. 17593, substitutionally identical h. S. 4043, and passed the bill, 2-10-13; on 2-11-13 the House passed the bill; 2-28-13, the President vetoed the bill, on the ground it is unconstitutional delegation of federal powers over interstate commerce; Senate passed bill r the veto, 2-28-13; House passed bill over veto, 3-1-13. Public Act No. 398. 1. 17593—Mr. Webb: To divest intoxicating liquors of their interstage character in certain cases: In instance identical with S. 4043, above. 1461.) Status; Passed House, 2-8-13; text and title substituted by Sen-4043, for which see above; H. R. 17593 itself was referred to S. Com.

e of

rations

. 1913.

etary of

regulate

com-

evi-

to the

Amer-

een ac-

n could

f State

nent of

United

claim

Amer-

ry firm

rded to

e facts

advised hat the

League s from

d New hamber

avolved at Cin-

g a loan France e peace her rise price of

ikes for

or

ate in S. 4043, for which see above; H. R. 17593 itself was referred to S. Com. on Judiciary, 2-11-13.

H. R. 16450-Mr. Carlin: To punish the unlawful breaking of seals of R. R. H. R. 16450-Mr. Carlin: To punish the unlawful entering of such cars, the stealing of frieght and express packages, or baggage, &c. (H. R. 2593-Mr. Adamson: To amend an Act entitled "An Act to regulate commerce," approved February 4, 1887, by providing for physical valuation of property of carriers subject thereto and securing information concerning their socks and boards of directors: Requires Interstate Commerce Commission to begin investigation and valuation within sixty days. (H. Rep. 477; S. Rep. 1290.) Status: Passed House, 12-5-12, with amendment making cost of reproduction an element in valuation and broadening investigation of stocks and bonds: reported by S. Com. on Interstate Commerce, 2-21-13, with many amendments which tend to broaden and define scope of the bill; the amendments include requirements of report on grants, donations, aids, &c., to carriers, authorization for commission to keep records secret if it assigns reasons, requirement that after commission arrives at a tentative valuation it shall give notive to the Attorney General of the United States, the governors of states affected, &c., as well as to carriers, and grant hearings on protests; based Senate, 2-24-13: Approved by the President, 3-1-13. Public Act No. 400.

LABOR.

H. R. 22913—Mr. Sulzer: To create a Department of Labor: Creates a Department of Labor, with seat in Cabinet for Secretary, to consider welfare of sage-earners, improve working conditions, advance opportunities for profit-ble employment, &c.; the Secretary to mediate in labor disputes; makes the ble employment of Commerce and Labor the Department of Commerce, resent Department of Labor, the Bureau of Labor, &c. (H. Rep. 575; Rep. 973.) Status: Passed House; reported by S. Com. on Education and Labor, 7-26-12; S. Calendar, No. 856; committee amendments, of minor importance, or 7-26-12; S. Calendar, No. 856; committee amendments, of minor importance, and of the department should have a place in the Cabinet; approved by the resident, 3-4-13. Public Act No. 426.

H. R. 28143—Mr. Foster: For the erection of laboratories and other buildings for the Bureau of Mines, at Pittsburg, Pa., and for other purposes: The buildings are not to cost more than \$500,009, of which \$300,000 is appropriated. The build authorizes exchange of part of the arsenal grounds for site at Forbes The buildings Bill, H. R. 28766, below.

Status: Introduced and referred to Committees. These included the Clapp and Pomerone bills relating to bills of lading. These also included Mr. Bristofficers of the Philippine government who are citizens of the Unted States and who have served at least 40 years at a salary layer.

H. R. 28193—Mr. Bulkley: To provide for the construction of the Patent Office of the United States: Appropriates \$4,000,000 for construction of fireproof building at B and Fourteenth Streets Northwest, for use of the Patent Office, status: Introduced and referred to House Committee on Public Buildings and Founds, 1-17-13. (This bill did not become law, but the Public Buildings Bill, Frounds, 1-17-13. (This bill did not become law, but the Public Buildings) L. R. 28766, for which see below, authorized preparation of plans for a building.)

PUBLIC BUILDINGS.

H. R. 28766—Mr. Burnett: To increase the limit of cost * * to authorize the erection and completion of public buildings, and to authorize the purchase of sites for public buildings, and for other purposes: An omnibus bill authorizing, but not appropriating, in the aggregate an expenditure of \$25,500,000. Information about items in the bill will be communited upon request. (H. Rep. 1522; S. Rep. 1291.) Approved by the President, 3-4-13.

PUBLIC LANDS.

H. R. 23351—Mr. Taylor: To amend an Act entitled "An Act to provide for an inlarged homestead:" Amends sections 3 and 4 of the Acts of 2-19-09 and 6-17-13 or reducing the areas to be cultivated from one-eighth to one-sixteenth and from the quarter to one-eighth, respectively, and adds a provise that credit for sidence on additional entry is to be given from date of residence on original entry, that entry man may elect to have both entries considered as one and on his consolidated entry may have seven years in which to make proof, &c. H. Rep. 984; S. Rep. 1169.) Approved by the President, 2-11-13. (Public Act 10, 269.)

H. R. 24703—Mr. Bulkley: To extend the authority to receive certified panies, and businesses, except holding restraining purchase, lease, &c., of archecks on national and State banks and trust companies in payment for duties in imports and internal taxes and all public dues. (H. Rep. 841; S. Rep. 1276.) bulk of which is carried on in a for-conditions, &c., imposed by a vendor, eign country, administration of estates, lessor, &c., by discrimination in price

H. R. 10648—Amending an Act entitled "An Act to authorize the registration of trade-marks, &c.:" Prevents registration as trade-mark of the emblem of any institution, club, &c., incorporated by a State or U. S. (H. Rep. 267.) Approved by the President, 1-8-13. (Public Act No. 347.)

TRUSTS.

WATERWAYS.

of these will be introduced again.

permanent supply of coal for the use of the United States Navy. As amended by the Senate committee, this bill authorizes the lease of not more than 3,200 acres each of Alaska coal lands for fifty

APPROPRIATIONS.

President Taft on March 4 because the bill contained limitations on the approof an attempt to increase wages or

United States, was not reported out by the Senate Committee on Finance. The bill of Mr. Bulkley, H. R. 23570, to

in the Senate Committee on Finance. Mr. Pujo's bill, H. R. 24153, which gives the committees off Congress clear House, 12-18-12, with Burnett bill, H. R. Mr. Pujo's bill, H. R. 24153, which visitorial power over national banks, 22527, substituted as amendment providing

Mr. Nelson's bill, H. R. 28866, for the esnection with the Treasury Department of the United States and for the incorporation of associations of reserve and discount throughout the United States, was

on Banking and Currency.
(Members of the Chamber of Commerce of the United States of America are ad-

BOOTS AND SHOES.

The Oldfield bill. H. R. 27158, to prevent the sale of boots and shoes as of leather construction when other material is substituted in manufacture, was not reported out by the House Committee on Interstate and Foreign Commerce.

provide for the retirement of employes in Civil Service, was subjected to amendment in the Committee on Civil Service and Retrenchment, but was not reported out. The main features of the bill are briefed here: "To provide for the retire-

ment of employes in civil service.

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of the employes in civil service."

"On account of age permits retirement of employes in civil service."

"On account of age permits retirement of the employes who read the employed the employer of th

receive compensation equal to 2½ per cent for each year's active service, for a number of years equal to the length of satisfactory service.

The bill of Mr. Smith, of Texas, H. R. removal by President for inefficiency, 28852, to prescribe the coditions under which corporations may engage in interstate commerce and to provide penalties for otherwise engaging in the same, is for otherwise engaging in the same of the coditions of the cause of comparison of order of Circuit Court for disappeal of orde The bill of Mr. Smith, of Texas, H. R. removal by President for inefficiency, 28852, to prescribe the coditions under c. or by three-fifths vote of each for otherwise engaging in the same, is briefed here: Requires incorporation under a law or with a charter that limits powers to proposed business, excludes power to acquire stocks of other corporations, permits transfer of interest in the commission may conduct investigations elsewhere in the United States or abroad.

For services in organizing and financing, the bill forbids payments by corporations, permits transfer of interest in the commission may conduct investigations elsewhere in the United States or abroad.

Bulletin issued to members of the Chamber of Commerce of the United States of America:

foods be tagged with weight, composi-

come law in the Sixty-second Congress &c., of opium, morphia, coca leaves, cothe commission also may order discontant which consequently have lapsed, recaine, &c., imposes special tax of \$100 tinuance of illegal acts and practices, per annum, and upon retailers a special, and if an offender persists, may appoint veals many proposed acts that closely tax of \$5 per annum; upon the drugs a receiver to take possession and affect business and business men. Most themselves internal-revenue taxes are liquidate the business, in the case of corrections. laid, five cents for each pound of opium persons and firms; in the case of corand one-fourth cent on each pound of porations the receiver is to call a meet-coca-leaves. The drugs mentioned are

inder the provisions of the bill. H. R. 28454--Mr. Lamb: Authorizes Secconditions in factories, to inspect ma-terials, and to require destruction of unwholesome materials; requires that all packages be labeled 'Renovated Butter' and bear marks, &c., prescribed by Secretary of Agriculture.

IMMIGRATION.

The present status on all immigration matters is here briefed: S. 3175 -Mr. Diffingham: To regulate

the immigration of aliens to and residence of aliens in the United States. Levies tax of \$4 on each alien entering United States, defines classes of aliens not admissible, forbids solicitation of aliens to come to United States, makes carriers liable for bringing diseased aliens whose condition could have been determined by reasonable examination, makes carriers liable for expenses of detention and return of inadmissible aliens.

208; H. Rep. 851.) versely by the Senate Committee on erary test in English op in their Finance, but was placed, nevertheless, on the Senate calendar.

Mr. Levy's bill, H. R. 27139, to amend the Senate disagreed to amendment, asked national banking law, was not reported conference, and appointed conferees. out by the House Committe on Banking Messrs. Diffingham and Smith, 12-19-12; House insisted on lits amendment and (H. Rep. 853.) appointed conferest, Messrs. Burnett, Status: Rep. tablishment of a currency board in connection with the Treasury Department of the United States and for the incorporations of the United States and for the incorporation of the United States and Incorporation of the Un 3175, as it passed Senate; there is provi-sion for test of literacy by reading for not reported out by the House Committee persons over sixteen, with exemption for lependents, &c.; the House adopted conferees' report, 1-17-13; Senate disagreed to conference report, 1-20-13, largely because of requirement of penal and charvised that a full abstract of the Nelson cause of requirement of penal and charand Borah bills may be found in the

final legislative bulletin distributed from give them; 1-25-13, the House adopted this office to members.) provision for penal and character certifi- Rep. 1141.) cates; Senate rejected conferees' new report. 1-27-13, because definition of alien was in such position as to enable evasion of provisions concerning white-slave traffic, &c.; House adopted conferees' third report, 1-30-13, with position of definition corrected; Senate adopted conferees' third report. 2-1-13; vetoed by President; 2-14-13, because of literacy test. On 2-17-13, passed Senate over veto;

H. R. 19544-Mr. Kindred: Makes carrier, &c., liable for bringing insane persons whose condition might have been determined. (H. Rep. 590.) H. R. 22527 -Mr. Burnett: To further

restrict the admission of aliens into Unit-

members, with normal terms of office American vessels, to encourage the train- of violating Sherman law and fines only for seven years, salaries of \$12,000, and

shares only on books and disqualifies as stockholders and officers, persons who are engaged in competing business or who are stockholders or officers in corporations so engaged, forbids issue of terstate and foreign commerce corporastock of par value greater than amount tions, &c., which, on July 1, 1913, have of actual capital, forbids excess of assets stock, indebtedness, &c., of a par value RURAL CREDITS.

S. J. Res. 75—Mr. Gronna: To provide for the appointment of a commission of investigate the operations of co-operative land-mortgage banks and commission of three, with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three, with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three with expenses not to exceed \$30,000. (S. Rep. 518.) Becommission of three with expenses and with a provision with capital exceeding \$200.000,000, except with special authorization of Congress, and corporations which, engaged in business in two or more States, seek to destroy competition, restrain facile unreasonable with burden on defendant of proving the contrary; promising purchase, lease, &c., of articles of commerce through agreement, eign country, administration of estates, lessor. &c., by discrimination in price &c., are exempted from the provisions of the bill. Administration of the bill ment of identity of manufacturer, prowould be in the hands of the Bureau of Corporations. Status: Introduced and referred, to House Committee on Interstate and Foreign Commerce, 2-25-13. The above measure was not reported out of the House Committee on Inter-state and Foreign Commerce.

manufacture of another, but with pro-viso that the commission may extend the time during which vendors, licensors, FOOD AND DRUGS.

**C., of patented machines, &c., may require purchaser, licensee, &c., to purchase or hire constituent parts renumber and titles. Further details can puired before the termination of the be secured from the Final Legislative patent, and the time, when the bill may

excluded from interstate commerce, un-question whether they will elect officers who will conduct the business as re-firms who have registered and paid taxes

The bill fixes a penalty of \$5,000 for retary of Agriculture to require sanitary knowingly making false reports to the conditions in factories, to inspect ma-Status: Introduced and referred subcommittee on Interstate Commerce, January 6, 1913.

The Kenyon bill, S. 6099, empowering the Interstate Commerce Commission and prescribing uniform classification of H. Res. 738—Mr. Allen: Provides for committee to investigate industry—its cleanliness, employment of women and propriating \$100,000 for the use of the propriating \$100,000 for the use of the commission in Interstate Commerce Commission in compiling a new form of classification of freight applicable throughout the United States. Both lapsed.

LABOR.

came out of the various committees to which the legislation had been referred. The legislation in this group is here riefed.

H. R. 23189-Mr. Bartlett: To make The measure proposed by Mr. Bathrick, awful certain agreements between em. H. R. 27661, is worthy of close scrutiny. ployes and laborers, and persons engaged It is briefed here: n agriculture or horticulture, and to H. R. 27661-Mr. Bathrick: To establish limit the issuing of injunctions in certain a bureau to institute a system of loan-

wageworkers or farmers, &c., out of pro-hibition of Sherman act. (H. Rep. 588.) in Department of Agriculture and to recommend to the Secretary of Treas-Status: Reported by H. Com. on La- ury such loans as it approves; the Sec-

mediation, conclination, and arbitration in controversies between employers and their employes:

Loans would be limited to 60 per cent of

orporations engaged in interstate commerce and to their employes, and to all 1-4-13. persons, firms, &c., engaged in mining oal which enters interstate commerce. Status: Reported by H. Com. on In-

terstate and Foreign Commerce, 6-7-12; Union Calendar No. 286. H. R. 26023-Mr. Martin: To amend Sec. 2 of an act entitled "An act to promote the safety of employes and travelers upon railroads by limiting the hours

of service thereon," approved March 4,

Limits consecutive service of employes to 16 hours, and of dispatchers, tower-men, &c., to 8 hours, and makes 16 and 8 hours in 24 the respective maxima. (In

Reported by H. Com. on Interstate and Foreign Commerce, 8-5-12;

House Calendar No. 316. LEGISLATIVE REFERENCE BU-

the establishment of a legislative refer-be required to divulge names of persons ence bureau. The bill is aimed to serve furnishing evidence or information, and Congress with the best available knowl- is not to make public any information edge regarding legislation, its right obtained from a person, firm, &c., in such form, and also aimed at duplicated leg-Bills were introduced in the Senate by Senators Owen and La Follette and in the House by Representatives

bill is briefed here. Mr. Wilson: To abolish the involuntary servitude imposed upon seamen in the and creating a tariff board); in confermerchant marine of the United States ence, while in foreign points, and the involbriefed:

Mr. Bristow: To create an Industrial Commission and defining its powers and duties: Creates commission of seven duties: Creates commission of seven states, to prevent unskilled manning of seven states. untary servitude imposed upon the seaing of boys in the American Merchant for corporations.

S. 3607-Mr. Cummins: Gives right of

certain crews on towed barges, &c. (H. Rep. 645; S. Rep. 1321.)

Status: Passed House, §-3-12; reported by S. Com. on Commerce, 2-26-13. As reported by the Senate Committee the bill has many amendments, including added requirements for quarters, a modification of the requirement that a certain percentage of the crew understand English by requiring this only of a number in each department sufficient to communicate orders to the other members of the company of the substitute, which directs the Attorney General of U. S. to appeal the order, and allow the organizations and State Attorneys General to file briefs); now in H. Com. on Judiciary.

S. 7880-Mr. Clapp: Forbids discrimination by selling at a lower price in one section than in another after allowance for differences in transportation charges.

S. 7999-Mr. Nelson: To amend an act to expedite the hearing and determination of suits in equity pending or heremunicate orders to the other members of the department, an abandonment of the requirement of apprentices, and a direction. Adds to Section 1 a provision ton that the President give notice of intention to terminate articles of treaties concerning arrest and imprisonment of deserters, &c. Passed Senate, 3-2-13; the House agreed to amendment, 3-3-13; the President allowed the bill to lapse, at the

MARKETS AND EXCHANGES.

Among the lapsed bills are three prohibiting interference with commerce among States and Territories with variations and prohibiting the transmission livery of wheat, corn or oats. (H. R.

their rights under homestead or pre-emption laws shall receive warrants for 160 acres of land, which may be entered by the warrantee or his heirs-at-law. Status—Introduced and re-ferred to Senate Committee on Mili-

tary Affairs, 1-2-13.

H. R. 26200—Mr. Taylor: Granting cities and incorporated towns coal lands for municipal purposes. Authorizes Secretary of the Interior to patent from coal lands in a State not to exceed 160 acres to each town and 640 acres to each city, for the use of inhabitants and industries. The patents are to be conditioned to prevent assignment, to provide prompt development, to provide publicity concerning development, &c. (14 Rep. 1499.) Status -Reported by House Public Lands, 2-10-13; Union Calendar, No. 469.

PUBLIC ROADS.

No legislation affecting public roads S. J. Res. 106, introduced by Mr. Gore. creating a joint commission on public highways, was reported by the Senate Committee on Agriculture and Forestry.

No other measure affecting highways

Bureau of Farm Lands to be organized or, 4-22-12; H. Calendar No. 134.

H. R. 25109—Mr. Lee: Providing for nediation, conciliation, and arbitration funds from sale of United States bonds Extends Erdman act to all railroad value of land. Status: Introduced and referred to H. Com. on Ways and Means,

The status of the measure introduced

y Mr. Lodge to create a tariff commission is briefed here. S. 276-Mr. Lodge: To create a tariff

Establishes commission of 5 members, appointed by the President with consent same political party; salaries are to be sonable value of its property articles made subject to tariff legislation with special reference to prices should be subject to the Interstate Comtailers' prices, costs of transportation. pany in any way becomes part of conditions of foreign and domestic markets, &c. The commission would also kets, &c. The commission would also kets, &c. The commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as amendment in the River and the commission would also senate as a sen REAU.

minimum tariffs of the United States.

The commission would have power to

> called upon. Status: Reported by S. Com. on Fi-

"business" include receiving profits from investments, exempting from the ax

TRUSTS.

trust act a section excluding from its operation contracts, combinations, &c., made by persons engaged in agriculture, &c., to enhance prices of agricultural and horticultural products, and combinations

among laborers to increase wages.
S. Con. Res. 4-Mr. Pomerene: To direct Attorney General to bring criminal pros-ecutions against individuals in connection with Standard Oil and American Tobacco Company cases. Status: Considered and placed on Senate Calendar, 7-26-11; referred to S. Com. on Judiciary, 5-7-12.

H. Con. Res. 1-Mr. Flood: Requests Secretary of State to confer with Austria. Italy, France, Spain, and Japan to as-certain if these countries will not purchase supplies of tobacco from a Bureau of Tobacco Industry, to be established by United States for purpose of furnishing these countries with their supplies of American tobacco for their government monopolies. (Rep. 1213.) Status: Reported by H. Com. on For-eign Affairs, 8-19-12; House Calendar

No. 340.

WATER POWERS. The important legislation introduced by

Mr. Brandegee, S. 8033, is briefed here: Mr. Brandegee: To authorize the Connecticut River Company to relocate and onstruct a dam across the Connecticut River above the village of Windsor Locks, in the State of Connecticut: Authorizes relocation of Enfield dam, ith discretionary power in Secretary of War to impose a reasonable annual charge (not to prevent a reasonable return to the company), to be used in devoloping navigation on the Connectiut River. The dam is to be not less than thirty-nine feet high, and to permit discharge of 1,000 cubic feet a second (except during five hours at night when discharge may be 500 feet.) The company is required to build a lock to accommodate present and prospective commerce, and to convey the lock to the United States to furnish free power for its operation. If the grant is for any reason terminated, and renewed to other parfles, the United States is to pay, or require its new grantee to pay, the reasonable value of the dam and

cent to cover initial expenses of com-pany, &c. (S. Rep. 1131.) Status: Passed Senate, 2-17-13, with provisions for annual charge to be paid appointed by the Fresheat terms of six to the United States and for the United of Senate, with normal terms of to the United States and for the United States are united States and for the United States and for the United States are \$37,500 for chairman and \$7,000 for other members. The commission would be restricken out, and with provisions added quired to investigate cost of production that concerns engaged in transmitting between the States hydroelectric hours in 24 the respective maxima. (It lation with special reference to prices lieu of H. R. 18969 and H. R. 25040.) (H. paid domestic and foreign labor, prices merce Act and that the permit to the of raw materials, producers' prices, recombination; on 2-24-12, was placed by

plant, based on cost of replacement,

and increased by not more than 10 per

and Foreign Commerce.

The plan of Mr. Newlands (S. 122) to create a Board of River Regulation is oriefed here:

a business competitor or rival. The com-mission would report from time to time to either House or to the President, as interstate commerce, and as a means to that end to provide for flood prevention and protection and for the beneficial use of flood waters and for water storage

Status: Reported by S. Com. on Com-merce, 3-3-13; Senate Calendar, No. 1187.

(All members should consult the Final Legislative Bulletin, which has now been mailed to all members. This covers, in brief, all legislation which became law or failed to become law and that affects busi-

PUGET SOUND EXPORTS.

Exports at those ports in the district of Puget Sound which show over a million dollars in value during the fiscal year 1912: Foreign expts. Seattle..... 22,621,347.00

Sumas..... 3,214,238.00

Congressional Appropriations from 1875 to 1912.

The following official compilation of Congressional appropriations of certain messages by telegraph and from 1875 to 1912 is presented without comment. The appropriations telephone or other means. These mes- by the sixty-second Congress are omitted as there is still some doubt as sages concern contracts for future de- to the exact total; the sundry civil bill was vetoed.

by fixing an unreasonably high price upon an article that enters into the manufacture of another, but with proviso that the commission may, extend the time during which vendors, licensors, &c., of patented machines, &c., may require purchaser, licensee, &c., to purchase or hire constituent parts repaired before the termination of the patent, and the time, which the bill may apply to appointment of sole agents to sell, lease, &c., any article.

The commission bosorbs the Bureau of Corporations, has jurisdiction over persons, firms, corporations, has jurisdiction over persons, firms, corporations, &c., that engage in any interstate or foreign commerce which Congress may required at the business of the commission of the patent, and the time, which belighed to substitute a flat rate for zone rates. Within the United States exceeding \$5,- (00,000, and that are not subject at the content of the patent, that have annual gross receipts within the United States exceeding \$5,- (00,000, and that are not subject at the content of the patent, the business of the patent, and the first parcel post packs within the United States exceeding \$5,- (00,000, and that are not subject at the content of the patent, that have annual gross receipts within the United States exceeding \$5,- (00,000, and that are not subject at the content of the patent, the content of the patent are not subject at the content of the patent and the patent of the patent and p

WATERWAYS.

B. R. 2794, H. R. 27985, and H. R. 27985, and H. R. 27987, and

TRADE-MARKS.

S. 8000—Mr. Nelson: Providing for publicity in taking evidence under Act of July 2, 1890: Identical with H. R. 26749, below. Approved by the President, 3-3-13. (Public Act No. 416.)
H. R. 25002—Mr. Norris: To amend Sec. 73 and 76 of Act of August 27, 1894: Makes illegal contracts, &c., for importation of goods if contracts, &c., are in restraint of trade. Expressly extends existing law to agents and enables the government to make seizures immediately upon importation without waiting for goods to enter interstate commerce. (H. Rep. 831; S. Rep. 1159.) Approved by the President, 2-12-13. (Public Act No. 370.)
H. R. 26749—Mr. Norris: Providing for publicity in taking evidence under Act of July 2, 1890: Making depositions, &c., for use in suits in equity brought by United States under Sherman law would be open to public as freely as trials in open court, See S. 8000, above.

Only one of three acts affecting Alaska came out of committed. The Committee on Public Lands reported favorably on Senator Smoot's bill to provide for a

The sundry civil bill, carrying an appropriation of \$113,271,000, was vetoed by priations for the Department of Justice to the effect that money could not be used to prosecute for acts arising out intain prices of agricultural prod-

BANKING AND CURRENCY. The Borah bill, to establish a complete financial and banking system for the

authorize the coinage of 3 cent and half cent pieces passed the House, but lapsed passed the House, but was reported ad- that aliens over sixteen must pass lit-

CIVIL SERVICE. S. 7887, introduced by Mr. Penrose, to

S. 8177-Mr. Owen: Requires that stock

Commercial Organizations and Their Officials Carry

TRAINING SCHOOL FOR SECRETARIES

Expressions of Opinion from Men in the Field as to Value and Scope of the Suggestion for Better Secretarial Preparation.

IDEAS THAT SHOULD BE CONSIDERED

CHAMBER SHOULD TRAIN SECRETARIES.

As you go on forming these local Boards of Trade, and now this central one, the national Chamber of Commerce, you are making necessary a new profession, just as the Young Men's Christian Associations have made another. The functions of the secretaries of those associations were so peculiar and needed so much experience in order that they might be effective that schools were created for the education of the secretaries. This is what you will have to do in respect to secretaries of Boards of Trade and of Chambers of Commerce. You will have to have a school from which the new Chambers of Commerce can draw their secretaries, who will train the new membership in the way in which the organization can be built up and give them a practical knowledge of how they can do what they are organized to do.-From address of President William Howard Toft at annual banquet of Chamber of Commerce of the United States of America, January

Several letters relative to a curriculum for commercial secretaries have been received by the Chamber of Commerce of the United States. They all tend to show that the active secretary is looking for a means of greater efficiency for himself and for his organization.

With the recognition of the fact that the work of the commercial secretary is an important profession has come the determination to perfect working methods, in so far as possible through standardization.

A secretary cannot build up a town alone. He must know the needs of a community, then know how to make the citizens work together to meet those needs. Ability to handle the situation properly requires training. The letter from J. M. Guild, of Omaha, gives some

LETTER OF J. M. GUILD.

The first equipment a commercial secretary needs for the success-sadly, a uniformity in our effort and munity is possible if they seriously decach man is plunging forward to do cide to accomplish it and are willing to the best he can, as he sees his responsiharmony, and avoid division of classes or formation of cliques. To bility. Neither do we profit by each others must avoid favortism towards any individual or any number of his members. He must learn to treat all alike and pay as much attention to one's man's suggestion or complaint as to that of another. In this way he will create confidence which must then be further en-larged by keeping all members informed of what the organization is good. We need a getting-together of doing. There is nothing so detrimental to a commercial body as the condition that arises from a lack of knowledge of what the club is doing with its income or otherwise. Every member is as much encondition that arises from a lack of knowledge of what the community, and how best we can doing, with its income or otherwise. Every member is as much entitled to information as are the members of its directorate or executive committee and a frequent report of its financial condition should be a profession, and through the medium of institutes, should give to every secretary in commercial

accomplish the creation and maintenance of harmony and confidence so that no in any way commit the different organmatter what the secretary may do thereeither of his own initiative under instructions, he will be free from any suspicion, and the membership at large will know by reason of their confidence in him, that he is doing what seems right and best to him from his point of view. They will have learned by that time that he sees a proposition from many different angles, whereas the individual member with individual inerests generally sees it from but one.

The best way to accomplish harmony and confidence is through the publication of a weekly paper and the sending of same to each member regularly. This paper should be not for advertising purposes for outside people, but as nearly as possible a letter from the secretary to every member. In my own experience, I find it possible to prepare a four-page 81-2 by 11 journal with fifty-four inches of reading matter every week. This reading matter is not in letter form, is not long paragraphs, with but an occaof the thirty to forty separate items of news given a heading that practically tells the story of each.

Values Weekly Publication.

Not only what the executive committee is doing from week to week, but what different other standing and special committees are doing, or are plan- of wastes of all kinds. ning to do is chronicled. We announce ning to do is chronicled. We announce second—the equipment which is conspeakers for special luncheons, run our sideréd necessary for a modern school, the Chamber of Commerce of the United calendar, and make lots of announcements, thereby saving a great deal of correspondence. This journal is deal of correspondence. This journal is larger cities from the physical examination of school children. on every man's desk Saturday forenoon tion of school children. on every man's desk Saturday foreign as he may take it home with him and read it over Sunday. Many of them con- in regard to building laws suitable for as efficient secretaries. sider it much the same as a two-page a small town, but also in regard to prachowever, and read it as soon as it is received, glancing over the head-ings and reading the items in which ployes can afford to pay. are interested. The "journal" is one of the best investments we have construction and street cleaning. made. Its effect along the lines of informing our members is fundamental.

State Secretarial Touch.

Organization of secretaries into State, sectional or national bodies is a pro- The problems of communities seem to freight rates; labor conditions an me to be varied as are the characters knowledge of the world's markets. gressive step taken by secretaries them- of the communities themselves. To illusselves during the last few years and one trate: We have reached the conclusion that possibly occasioned the favorable that one big work confronting the Busi-remarks of President Taft at the first ness Men's League, of Montgomery, is annual dinner of the Chamber of Com-merce of the United States when he said dle Alabama for Western farmers. We meeded and will have to be supplied to bring something tangible out of the Through such an organization as the work. Next to this we put the exten-Nebraska Commercial Secretaries, which sion and fostering of our trade. We are Nebraska Commercial secretaries, which slot and lostering of our trade. We are was formed in Omaha January 16 last, systematically circularizing the merthirty-two secretaries of this State were chants and individuals of middle and essential thing in the commercial organbrought together for the first time and south Alabama, impressing upon them ization is to secure the co-operation, informed an acquaintance which is the desirability of trading in Montgomdaily problems of a secretary, country trade. that appeal to the smaller town, where are bringing about the organization of also, is that public meetings should be the maintenance of club rooms is an a development company, which shall run held as often as practical which always exception, and where frequently the work excursions from the West to Montgomstruggle with inadequate dues.

Interchanges of Opinion.

sixteen States embraced in the Central connection with this work, association of commercial secretaries recently undertaken to have Montgomget together once a year. At this meeting. Chicago, Kansas City, Denver, St. Paul, Indianapolis, and Omaha conduct the same kind of a programme, only a broader scale, commensurate with the greater importance of this class of cities, but with both of them the work

and adopt a mode of procedure that will represents. Whatever is done at such meetings is as individuals,

> such, with secretaries working within a secretary's sphere, will do incalculable good towards the greater and more intelligent development of the country. J. M. GUILD.

Commissioner Commercial Club, of

Omaha, Nebraska. Four Lines of Study.

When a commercial club is organized in a small town, the principal object is usually to increase the population by locating new industries. It goes without saying that such an organization will atempt to get better freight rates if they are being discriminated against, and that where the manufacturer will have necessary facilities. One of the first things soon find that he is confronted with dairy inspection, prevention of tubercu-

losis, garbage disposal, and the disposal Second-The equipment which is con-

ticable methods of furnishing modern homes at a rental which factory em-

Manager Keokuk (Iowa) Industrial

Problems of Communities Vary. effect that schools for secretaries are expect to spend every energy this year

> We have that will result in securing it ery listed as a point to which homeseekers' tickets shall be sold from all

over the country.

BRUCE KENNEDY. General Secretary Business Men's League, Montgomery, Ala.

Some Fundamental Principles. of a secretary only is dealt with. No legislative or initiative functions are assumed. We meet as secretaries to talk would have the experience and thought over the different ways that a secretaries of a large mass of secretaries he would While a student in the school preparing himself for a commercial secretary would have the experience and thought

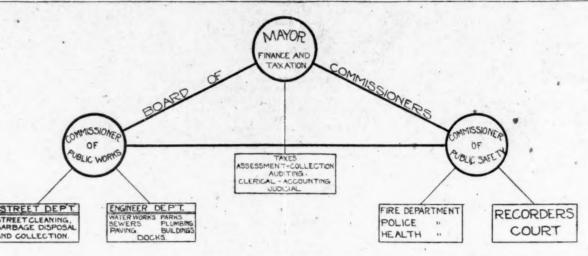


Diagram showing the commission form of government in Pensacola, Fla., which was voted on and carried March 4, 1913, by that city. Part of the newspaper campaign previous to March 4 was a comparison of the above diagram with a diagram showing the complicated semi-aldermanic form of government. The simple form won without difficulty. This diagram is here included as a suggestion to other cities that have the intention to agitate for a commission form of government.

this office that he could not carry out the set rules as would naturally come from a school. There are, however, certaih fundamental principles that he must

or town, may be, or in fact are, quite different from those in other cities and towns and for that reason you cannot set any certain rules of conducting the secretary's work along commercial lines. To have this more effective the school would be compelled to know the conditions of each city, and prepare same for the study of the student. The foremost thought in the mind of

all secretaries is securing finances to carry on the work allotted him. The nembership dues, as a rule, are not In fact, they very seldom pay more than the actual overhead expenses.

If some plan, that could be adopted y all commercial organizations, by which finances could be secured, could be made gratitude, jealousy, and individual rivalry known, I believe the greatest drawback of the citizens who have utterly forgotn the commercial work would have been ved. R. L. CASTLEBERRY.
Secretary Hopkinsville (Ky.) Busi-

ness Men's Association

Favors Institute Training. The function of the commercial organization in the community will not be properly understood by the whole comproperly understood by the whole com-munity until the secretaryship itself activity in the city's business life. understands the why and wherefore of its existence. We lack to-day, very ment at which they aim for their comcessful in every community and workstandard of work of the whole fabric of commercial organization. WILLIAM F. HOEHN,

Secretary Chamber of Commerce, of Kingston, N. Y.

tions are schools for secretaries, and as Stresses Organization Efficiency I will say that there are a great many ubjects that should be studied; to me the following are the most important: First-How to obtain factories should e carefully gone into.

Third-How elties should be advertised

and what system should be used. Fourth-How waste and lost motion in rganizations may be eliminated.

E. O. BARSTOW. Secretary Canton (Ill.) Commercial

Regards Chamber Highly.

The writer, who has made a specialty of organization work, and who has acted ing his town an attractive place to live the past sixteen years, realizes the importance of efficiency in handling association work, but believes it would be vestment. In difficult to map out an ordinary course my opinion it would be of great advan- of training to qualify individuals for tage to a secretary to have some in-formation of the following subjects: First—Questions pertaining to the public health, such as methods of milk and dairy inspection, prevention of tubercutice themselves, as it were, with some established association in order to de-rive the proper training. I believe that Chamber of Commerce would be in every way fitted to matriculate competent men

C. B. CARTER. Secretary National Association of Hosiery and Underwear Manufacturers.

Knowledge of Manufacturing. Efficiency in commercial secretaries reuires an intimate knowledge of manu-acturing conditions. The location, cost should approach every subject in a n broad-minded attitude, and be able proposition distinctively and tersely before the members of his board.

Secretary Waynsboro (Va.) Board of Trade.

Requires Tactful Work. the part of the secretary, also commercial club is a constant ery, where we will be able to show asm of the organization, and with co-with inadequate dues. Western farmers forty, sixty, and eighty operation, unity, interest, and enthusiacres of land that can be bought on rea- asm, almost any proposition, which would

Secretary Weatherford (Tex.) Cham-

ngineer, an advanced sociologist, a publicity expert, and a politician

course in college, a secretary should have

Commercial Revivals

times than those pledged to a campaign for the redemption of a business com-munity, the development of a broader and truer outlook apon commercial life and the glorification of sacrifice and ser-vice for the upbuilding of the community for the common good.

Nearly every community has the leaven send for the commercial evangelist and plead for the redemption of their city from selfish individual and personal

ten the city of their choice and the means of their prosperity, visits their city and and constructs for them a commercial exactly who his immediate fellow work-organization to be the instrument for the creation of a greater and nobler com-munity and their individual enrichment

men become convinced that the personal the work of the campaign after it pullding and greater progress they glad-y pledge their time and enthusiasm and e disciples preaching the gospel of cessively imparting to their fellow busi-ness men the spirit of their own consecration to the public good and invite of commerce or board of trade.

Working for Harmony.

A secretary should, therefore, study out it and adopt a mode of procedure that will

Tary may do different things to increase his efficiency and make him a more valued servant of the organization he represents. Whethere is a secretary in commercial call revivals has now become systematical and profitable results and adopt a mode of procedure that will The work of conducting these commer-

> ess men's organization upon which these campaigns are founded are well defined and the business W. R. MESSEN men of the community are told that in

NATIONAL CONFERENCE ON MARKETING AND RURAL CREDIT NEEDS

The following call for a conference on marketing and farm products, can be brought to bear upon the related to be held in Chicago April 8, 9, and problems. Leading economists, railroad

10, has been issued: "While the people are complaining of that will occur to the secretary of such as secretary of organization work, and who has acted as secretary of various associations for the high cost of living many farmers tive action. are finding that their business does not yield profitable returns on labor and in- the conference will take such action as

> "This constitutes the giant paradox of tion of these evils our time, and is so because of certain remediable defects in the economic structure of the nation. We believe these defects come from a crude organization of the farmers' way of doing business The losses occurring yearly amount to millions and affect producers, transportation lines, and many business interests This waste not only makes for exorbitant retail prices of foodstuffs, but also makes impossible a healthy growth of

the farming industry "A generation ago the neighboring village or the coun'y seat offered fair markets to the individual farmer; but such a method of distribution to-day disharmony with the business world. Yet, the necessary adjustment to modern con-Through no fault of their own, this situation reacts harmfully upon all.

American Agriculture Crude. "Compared with European countries, the

business organization of American agrito produce and place on the railroad culture must appear crude. We rememraw materials; shipping facilities and ber, however, that our nation is still freight rates; labor conditions and a young, and just emerging from an era when farmers might exploit the Coupled with the above the secretary without regard to soil conservation. Even a large part of the nation has not o reached the 'setting down stage.' constructive programme, therefore, is necessary, since both our marketing methods and our provision for the financing of farmers have been outstripped by other countries, and by the evolution of other industries within the confines of the nation-a pathologic condition of su-

"Our investigations have led us to believe that conditions, such as we have described, can be improved with the least formed an acquaintance which is the described, can be improved with the least foundation stone of the association. They rubbed elbows with each other for this territory last fall, and this year two days; discussed and exchanged ideas we intend to make two trips to see our requires quite a lot of tactful work upon ing and distribution of farm products, and head by the creation of the Bureau of Markets The farm lands of this section: We officers of the organization. My opinion, in the United States Department of Agriculture.

"We believe that any attempt to recon ing powers of the people must be founded upon a normal condition of the agricul-tural classes. But the present season In a larger way, the secretaries of the a demonstration farm of forty acres in county, can be gone after in a manner consumers unless the people take quick

"Therefore, acting upon the authority delegated us, we call a conference of all

The church in its soul stirring religious these men's organization three things ar revivals in saving moral sinners has had few more devoted evangelists in modern

(a) Personal ser (a) Personal service (b) Financial revenue.
(c) Numerical strength.

The personal servicé is required for the work of the campaign and for the future work of the organization, and the financial revenue is necessary to properly carry out through a paid staff the work of the various bureaus and departments, of community spiri; and sometimes the and numerical strength is necessary in faithful few beholding with sorrow the indifference of their faithless townsmen representative of the entire business nity and of all classes of indus-

Not only are these broad general principals clearly outlined and forcibly pre-sented, but the smallest details of the gelist himself, viewing from afar the in-gratitude, jealousy, and individual rivalry planned and administered so that each of the citizens who have utterly forgot-volunteer in the ranks working for victory in the campaign knows exactly what specific work he has to do and exactly leads them back to their forgotten duties the day and hour he has to do it and

Those who have watched these munity and their individual enrichment mercial revival campaigns in such cities through the greater material growth and as Cincinnati and St. Paul, where they increased have been very successful, and fust recently in New York are astonished at the results achieved.

These evangalistic commercial campaigns are not confined to great metropolitan centers, but are comparatively as successful or even more successful in cities of twenty-five, fifty or one hun-In the average city if even a small dred thousand. It is surprising to see group of energetic and respected business how thoroughly the business men enjoy started and the pleasure they take in meeting and becoming acquainted with other business men whom they had known previously only by reputation. Many val-uable business friendships are formed community co-operation and go out in and the business men gain a remarkable ommittees of four or five for two or fund of knowledge about their own city fund of knowledge about their own city
-its industries, manufacturing enterprises, mercantile establishments, its banks and public utility corporations and seem to enjoy the diversion of taking their eyes off their own business for a short time and looking out over the enterprises of their city and considering the prosperity and progress of the entire community of which their own business

thusiastic campaign which furnishes the of the entire community is but the sum resources for carefully planning and or-ganizing and executing the work of the individual interest in many cases can be ganizing and executing the work of the individual interest in many cases can be various bureaus and departments and advanced more economically and successommittee work of the envitalized busi- fully through co-operation and nity activity rather than by individual The fundamental faiths and tenets effort-each striving for himself without-

W. R. MESSENGER. Secretary Bronx Industrial Bureau, New York, N. Y.

ing and marketing farm products and how farmers may unite to secure credit, and other matters of direct relation to the producing and distributing interests

of the nation. "Those attending this conference will have the benefit of the best thought that men, highly skilled sellers of farm prod ucts, and leaders of rural life movements will devote themselves to a discussion of

"After this discussion the delegates they may deem fit leading to the correct

"FRANK P. HOLLAND, "BEN. F. BILITER, "FRANK E. LONG, "Chicago, Ill. "CHAS. W. HOLMAN, Secretary, "1408 Steger Bldg., Chicago, Ill."

Regarding the above call, H. U. Mudge, president of the Chicago, Rock Island and Pacific Railway Lines, recently said:

"We know that however high may be the prices of retail products, any charge that we participate in the spoils cannot be laid at our doors, because freight rates are lower than ever before. Indeed, we are as much interested as the producer and the consumer in finding who must shoulder the blame.

pound. The answer was, on account

The question still remains unanswered; commission. The act making approhave answered, because exorbitant reand low prices to producers prevent Taft, March 4, 1913: the development of farming industries. That the President of the United States co-operative system is restorted to,

Secretary Weatherford (Tex.) Chamber of Commerce.

A High Standard.

In addition to the usual liberal arts purpose in college, a secretary should have upigment as a pedagogue, an efficiency in gineer, an advanced sociologist, a publicity expert, and a politician.

Therefore, actals a conference of all delegated us, we call a conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of all pers have made for the First National Conference on Marketing and Farm of action.

Therefore, actals us conference of the Southern Commercial Congress, to investigate and study in European countries co-operative rural and and-mortgage banks, co-operative rural and institutions, and for the auspices of the Southern Commercial Congress.

Therefore, a call the first National Conference on Marketing and Farm study in Eu

UNIQUE COMMISSION TO VISIT EUROPE

Organized by Southern Commercial Congress. Representatives of Many States Will Study European Agricultural Finance.

INDORSED BY CONGRESS AND OTHERS

GENERAL INSTRUCTION TO THE COMMISSION

The inquiry will embrace an examination of the methodemployed by progressive agricultural communities in production and marketing and in the financing of both these operations.

Special note will be taken of-

1st.—The parts played, respectively, in the promotion of agriculture by the governments and by voluntary organizations of the agricultural classes. 2d.-The application of the co-operative system to agricul-

tural production, distribution, and finance. 3d .- The effect of co-operative action upon social conditions

in rural communities. 4th.—The relation of the cost of living to the business organization of the food-producing classes.

The European commission, organized by the Southern Commercial Congress of Washington to sail from New York April 26, already consists of more than seventy members. It is expected that by the date of sailing the commission will consist of one hundred members or more. The names and addresses of those who are now certainly going appear below. Some of the most eminent thinkers and workers relative to the agricultural betterment of America appear in the list.

Hon. Duncan U. Fletcher, Washington, man such expenses in the city of Wash Mrs. Duncan U. Fletcher, Washing-

Miss Nell Fletcher, Washington, D. C. Dr. Clarence J. Owens, Washington,

Col. Harvie Jordan, Atlanta, Ga. Miss Jordan, Atlanta, Ga. Miss Louise Vincent, Athens, Ga. Miss Eula B. Tate, Washington, D. C. Mr. F. J. H. von Engelken, East Pa

atka. Fla. Mr. William B. Hatch, Ypsilanti, Mich. Mr. W. S. Harris, Geneva, Ohio. W. S. Harris, Geneva, Ohio.
T. J. Brooks, Agricultural College, Addison G. Foster, Tacoma, Wash.

John L. Kaul, Birmingham, Ala.
John G. Ruge, Apalachicola, Fla.
John G. Ruge, Apalachicola, Fla.
J. Allen Smith, Knoxville, Tenn.
J. Allen Smith, Knoxville, Tenn.
Den C. Hughes, Donville, Ga. Mr. Dan G. Hughes, Danville, Ga. E. H. Oliver, Regina, Saskatche

Robert I. Woodside, Greenville

Mr. Clarence Ousley, Fort Worth, Tex Clarence Ousley, Fort Worth, C. Mitchell, Millbrook, N. Y. C. Thach, Auburn, Ala.

Culpepper Exum, Birmingham, versity, Cal.

Mr. A. B. Cass, Chamber of Com-merce, Los Angeles, Cal. Mr. Clarence M. Smith, Chamber of ternational Institute

Mr. John Haslam, Regina, Saskatche

wan, Canada Mr. Horace Haslam, Regina, Saskathewan, Canada, Lionel Smith-Gordon. Mr.

Jeorge's Street, Toronto, Canada.
Dr. J. J. Vernon, Gainesville, Fla.
Mr. C. W. Hillhouse, Sylvester, Ga. Mr. H. T. Fernald, Agricultural Mr. W I. Diffenderffer, Lebanon, Mo. Mrs. W. I. Diffenderffer, Lebanon, Mo. Mr. J. S. Williams, Paris, Tenn.

Mrs. J. S. Williams, Paris, Tenn Mr. J. C. Caldwell, Lakefield, M H. Grubb, Carbondale, Colo. Charles Carroll, Carrollton, Md. Mr. Vincent Astor, New York, N. Mr. Frederick Allen, New York, N. Joseph Francolini, New York

Mr. J. William Sanbury, Busti, N. Y. Mr. Elliott B. Norris, Sodus, N. Y. Mr. Henry Morgenthau, jr., Cornell University, Ithaca, N. Y.
Mr. Edward Hart, New York, N. Y. Prof. G. N. Lauman, Ithaca, N. 3 Mr. E. J. Wickson, University of Cali-

ornia, Berkeley, Cal. Mr. Joseph Edward Stubbs, president University of Nevada (in Europe now.) William T. Creasy, Catawissa, Pa. Mr. Van Courtlandt, New York. Mr. Edward M. Chapman, Old Lynn, Mr. J. P. Gossett, Williamston, S. C.

Alberta, Canada. Alberta, Canada.

S. Saxonia, of the Cunard Line,

ington and elsewhere for the payment of the salaries of employes, clerks, steno-graphers, assistants, and such other necesary expenses as the commission may deem necessary: Provided, That the to-tal expenses incurred for all purposes shall not exceed the sum of \$25,000, and the said commission shall submit a re-port to Congress as early as practicable. embodying the results of its investigations and such recommendations as nay see fit to make.

Also on March 4 a resolution of the Senate and House passed bespeaking courtesies for the American commi ion for the investigation of rural credits in Europe. The joint resolution was as follows:

Whereas the Department of State the United States detailed, upon the application of the Southern Commercia Congress, David Lubin, American delegate to the International Institute of Agriculture, Rome, Italy, to direct a con-ference on agricultural finance, held under the auspices of the Southern Com-mercial Congress in Nashville, Tenn., April 1 to 6; and

Whereas twenty-seven States were repesented through delegates in the confer-

Whereas resolutions were unanimously adopted providing for an American comission to go abroad for the investigation of rural credits in Europe; and gress will send the con composed of delegates from all States of the United States, to report to the International Institute of Agriculture mmerce, San Francisco, Cal. (which under treaty is supported by dr. Walter B. Webster, Commonwealth government of the United States), at (which under treaty is supported by the Club of California, San Francisco, Cal.
Mr. M. V. Richards, Washington, D. C. sembly of the International Institute of V. Richards, Washington, Agriculture, May, 1913; therefore, be it Resolved by the Senate and House of Representatives of the United States America in Congress assembled, That the Secretary of State be authorized and requested to bespeak for the proposed American commission to investigate the

> opean governments. Approved March 4, 1913. David Lubin, American delegate to the International Institute of Agriculture, Rome, is making all plans for an efficient tour of Europe. The members of the commission will have every opportunity in each country to study the variations and adaptations of co-operative rural credit that have been evolved, suited to the conditions in each

European systems of rural credit;

diplomatic courtesies of the various Eu-

In Washington, on January 27, Sir Horace Plunkett, of Ireland, addressed banquet arranged by the Southern Commercial Congress and made statements which are worthy of the earnest consideration of America. An important quotation is made here:

Why Anglo-Saxon Agriculture Remains Unorganized.

However opinions may differ as to the cause, I do not think there will be any questioning the fact that while in these continental countries the farmers Henry Marshall Tory, Edmonton, are applying methods of combination to their business, in the United States, Mrs. Henry Marshall Tory, Edmonton, where the organization of business has been brought to the highest perfection, The itinerary will be about as fol- the farmers, speaking generally, have signally failed to adopt methods of com-April 26-Sail at noon on the bination. I attribute this not so much to their failure to recognize the need from pier 54, North River, New York for combination as to a general attitude City. The commission will make its headquarters in New York at the Hotel McAlpin Broadway and Thirty of I may coin such a word—of all "Recently Mr. Gorman, one of the tel McAlpin, Broadway and Thirty- thought, it has been assumed that the vice presidents of our lines, walked into third Street where a general reception form of combination suitable to town a store and paid 40 cents a pound for will be held the evening of April 25; business must be suitable to country California cherries. He was astounded at the price and asked the storekeeper and the Balkan states; Austria, May business, which it is not. The ordinary distribution in a pooling of business for more economic or efficient conduct or conduct o at the price and asked the storekeeper and the Balkan states; Austria, May why it was that he had to pay so much for the cherries when the same subcommittees visit Denmark, Sweden, both the same subcommittees visit Denmark, Sweden, both the farmers' combination is Switzerland, Belgium, and Holland; business. The farmers' combination is business. The farmers' combination is business. France, July 2 to 10; England and Ireland, July 11 to 18, of 'high freight rates.' Mr. Gorman then called the storekeeper's attention to the fact that the freight rate on cherries from California here was only I I-4 cents per pound. He then wanted to know who got the difference? legislation relative to the European ganized on the joint-stock or capitalistic yet it is a question we would like to priation for the Department of Agri- speaking from long study and observaculture for the fiscal year ending June 130, 1914, contained the following sectail prices tend to restrict consumption tion which was approved by President the bonds of the joint undertaking fall into the bands of these who haven to have the hands of those who happen to have the most stock in it. If, however, the e development of the children case the railroads lose the shall appoint a commission composed of reward of capital is limited to a fixed aul.

"I am heartily in sympathy with serve without compensation to co-operate profits are divided among the participants are garden. the call that the Associated Farm Papers have made for the First National under the auspices of the Southern Com-

on Many Different Forms of Effective Service

NEW ENGLAND'S RAILROAD NEEDS

Public Discussion of Importance Arranged by the Boston Chamber of Commerce.

A striking evidence of the adaptability to how this can be accomplished, there a great Chamber of Commerce to the to 5:30 p. m., and from 7 p. m. to p. m. The call issued by President orrow will have interest for great or-nizations everywhere:

Gentlemen: The railroad situation in deaver to bring about. New England presents many complicated one group of men has all the light or

no unanimity of opinion. dublic interests of a section was given and March 6, 1913, when the board of directors of the Boston Chamber of Comperce arranged for a hearing on the all road situation in New England. The not known to any one person. One person of the between those who desire to be heard, you are requested, in case alroad situation in New England. The not known to any one person. One persons teminent students of the transportation system are in the time between those who desire to not known to any one person. One persons teminent students of the transportation system are not known to any one person. One persons the charmer to the charmer to that effect bestiments that the directors will be heard, to notify the secretary of the charmer to that effect bestiments. The intervention of the hearing are: (1) That the directors was have the benefit of the suggestions of the charmer to that effect bestiments. The intervention is not known to any one person. One persons the time between those who desire to the transportation system are the time between those who desire to desire to the charmer to the heard, to notify the secretary of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the suggestions of the charmer to that the directors was have the benefit of the charmer to the transportation to the charmer to the transportation the directors was have the benefit of the charmer to that the directors was have the benefit of the charmer to that the directors was have the benefit of the charmer to the charmer to that the directors was have the benefit of the charmer to the transportation that the directors was have the benefit of the charmer to tha rectorship of James J. Storrow, presitirely opposite conclusion. As a result
there are many conflicting and diverse
who have given such notice
an opportunity to be heard. After those
who have given notice have spoken, other
there are many conflicting and diverse
who have given notice have spoken, other
opinions as to the method by which an
members will be recognized.

improved service can be assured. Upon the directors of the chamber rests the duty of recommending to the members of the chamber what changes if any the Members of the Boston Chamber in existing conditions the Boston Chamber of Commerce:

the general opinion that Boston and all the wisdom required for a wise solution of our transportation problems. That ing the Boston and Maine Railroad from the New Haven control and management,

of view of all the interests affected by the problem.

In order that the directors may have the benefit of the views of as many mem-bers of the chamber as possible, they have arranged to give a hearing, and respectfully invite all members of the chamber who desire to present any conructive suggestions to attend.

This hearing will be held on Thursday, This hearing will be held on Thursday, March 6, in the reading room, Chamber of Commerce Building, from 10.2. m. to 12:30 p. m., from 2 p. m. Ito 5:30 p. m., and from 7 to 10 p. m.

In order that each member of the chamber who desires to present a constructive suggestion may be sure of an exportunity to the sea and in order that

Judging from the suggestions which have been made as to what change in the existing situation is most likely to result in an improvement in the railroad facilities and service furnished to the people of New England, the members of the chamber are roughly divided into three classes: (1) Those who believe that the best way

to secure an improvement is by separat-ing the Boston and Maine Railroad from February 26, 1913.

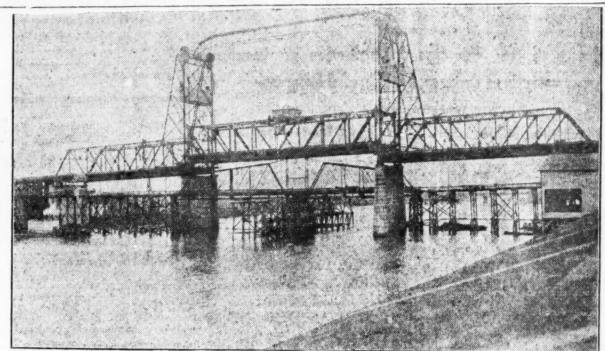
Commonwealth should take over the stock of the Boston and Maine Railroad now held by the Boston Railroad Hold-ing Company; and (2) Those who believe that the object

desired could best be accomplished in some other way; and (3) Those who believe that no change n the existing situation is advisable

Members advocating the separation of the Boston and Maine Railroad will be asked also to state what arrangemen for the management and operation of the road is in their opinion feasible and ought to be adopted in case the Commonwealth should take over the Boston and Maine Railroad stock now held by the Boston Railroad Holding Company It should be borne in mind by the

members of the chamber that the object ing, and there will therefore be no vote taken. Neither is it intended that those present shall engage in a joint debate. There will, however, probably be an or earing to one representative of each side to sum up the arguments supporting his point of view. The recommendation of the directors will later be submitted to membership meeting. This letter is sent with the approval

and by the direction of the board of di-JAMES J. STORROW,



center of the city and the manufacturing district on the tideflats. The old draw-bridge which limited close contact between these two important portions of Tacoma is shown in the picture as passing under the new bridge. It will be rapidly removed. The new bridge provides for street car transportation, a hard surface roadway, and also for uninterrupted traffic on the river. A water main from the city to the tideflats is carried over the top of the structure and is not affected by the lift of the middle section.

Commercial Organizations Exerting Varied Influences

GREAT CHANGE MADE IN COMMERCIAL BODY OF WORCESTER MASS.

the work of the organization permits the addition of bureaus as fast as the necessity for them arises and the funds are available. In starting,

The Junior Association of Commerce of this nature, the funds are available. In starting, possible in the schools. five bureaus are sketched:

New Industries Mercantile Affairs, Agriculture,

Says: The old Board of Trade was a onetrack road; the new Chamber of Com-merce will be a five-track road. The merce will be a five-track road. The old Board of Trade had a limited income; the new Chamber of Commerce hopes to have an unlimited one. The old Board of Trade was chartered for 510,000. The old Board of Trade operated through the speaker begins.

The machinery for the compilation of the reports is in the ways and means committee of the association, composed out the city, and after an explantion of trade and profession in the city. The seventy-eight subdivisions are divided into his line of business through the business thas been the habit to conduct the Junior Association through the business house, the workings of the ways and means council. The ways and means council the reports is in the ways and means committee of the association, composed the association, composed the association, composed the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports is in the ways and means committee of the association to mean the reports easy reach and every shipper a law unto himself; the new Chamber of Comis organized when the railroad lem that confronts the American people. America to solve the difficulties that confront both the railroads and was organized in a day of intense innerce is organized at a time when the co-operation have become learly apparent, demonstrable and aluniversally accepted. The old it is intended that the new Chamber of Commerce shall be rich-rich in re-ourcefulness, revenues, and results. that its generation could think, could conceive; the new Chamber of Commerce, who are approached by special advertising promoters. of Trade was precisely what its members made it; that it was largely a social sites." organization was due to the fact that when it was created its members wanted chapter. A brief quotation will promote that kind of a body and clung to it; a desire for more: business problems, because its members The old oard of Trade necessarily was subject o some limitations; it would be strange in a community as conservative as England, tradition and precedent didn't play some part in our business the new Chamber of Commerce is a pioneer, a pathfinder, with nothing s a pioneer. a patients.

out a future. The old Board of Trade
voiced the views of 159,000 people; the
new Chamber of Commerce will voice

Southern Secretaries.

the twentieth.

views of 500,000 people.

Board of Trade conserved the commerce

Chamber of Commerce will conserve the

commerce and agriculture of fifty-eight

city and \$100,000,000; the new

billion of dollars; the old Board

new Chamber of Commerce typifies

The old

The officers and executive committee taries' Association have selected Thursday, Friday, and Saturday, June 5, and 7, at Charleston, S. C., as th at Charleston, S. days for the annual meeting of the Southern Commercial Secretaries' Asso-This date has been named beause the Associated Advertising Clubs all secretaries are interested in adertising and will surely want to attend both meetings. The programme is almed at rendering practical institute guidance

New Pacific Organization.

taking steps to form a Commercial Club. hey are planning to raise a quarter of

PRACTICAL WORK BY JUNIOR BRANCH

Grand Rapids, March 10 .- No branch of Beginning March 5 the Association of

ed. Since that time the Junior Associallamentary practice, the business meeting tail lines.

efforts of volunteer comwhich have just been explained to them.
In they were not actually
who were too been to the ways and means council, together with the chairman and vice

men who shall be always on the ner the junior association has been conjob and capable of giving a good account of themselves. The old Board of fall prepared it for early spring planting. Trade was confined to Worcester; the new Chamber of Commerce takes in the whole of Worcester County. The old to become conversant with the practical Board of Trade was organized when the side of business life, and thus assist railroad question was a local matter, them in choosing a vocation which is with the heads of departments within to their liking and with which their talents are commensurate.

HOW FAKERS FAKE.

All organizations are recommended to apply to the Rochester (N. Y.) Chamber t both the railroads and of Commerce for a copy of a pamphlet The old Board of Trade entitled "How Fakers Fake." It describes with some numor and much skill new Chamber of Com- the gentle art of gaining one's living chapter "The Religious Faker," "The Philanthropic Parasites," "The Famo Citizen at Bargain Rates," poor, always poor; at the Buncombe Exposition," the "sounk, can conceive. The old Board dorsement. One of the very best chapters is that dealing with "Philanthropic Para-All commercial executives will enjoy the true-to-life character of this

"A beautiful lady, yet a businesslik business body, handling and solving lady, will sidle into your office and with charming hesitation approach your desk, exhaling a subtle odor reminding you of happy boyhood days in the apple orchard. You look up, flattered by the smile and worried by its import-altogether a mixed emotion.

> she begins, 'It's the home, Mr. Mark, we do so need your advice, the commitfor several years and they said they were sure if I came and talked with you, you would help us. You are so clever in these matters.'

life of you, you cannot think of any home with a capital 'H,' in which you are in-Your mental congress makes an appropriation of one dollar to draw conversational cards in the game and the moving spirits directing them. a voice you endeavor to make both kindly and judicial you say, 'which

"Oh. Mr. Mark, what a noble citizen you are. So many homes that you can not remember them! Why this is the me that you and Mrs. Mark gave ten llars to, year before last to build the you are in and you cannot lay down your hand."

Get it and read it all.

National Piano Conventions.

Arrangements have been completed for Association of Piano Merchants of America. It will be held in Cleveand at the Hotel Statler on June 2 to 4. Over 500 Business men of Oakland, Cal., are clegates are expected. June 2 will be king steps to form a Commercial Club. The speaking steps to form a Commercial Club. The speaking steps to form a Commercial Club. The speaking steps to form a Commercial Club. The speakers emphasized the need of market in charge. About 225 Board of Trade, C. F. Goller, of the country over as to what they have nembers immediately signed, giving to Goller Grover Shoe Company; Francis accomplished by development and public-levy are planning to raise a quarter of the visiting ladies at the Hippodrome in the country over as to what they have nembers immediately signed, giving to Goller Grover Shoe Company; Francis accomplished by development and public-levy are planning to raise a quarter of the visiting ladies at the Hippodrome in the country over as to what they have nembers immediately signed, giving to Goller Grover Shoe Company; Francis accomplished by development and public-levy are planning to raise a quarter of the visiting ladies at the Hippodrome in the country over as to what they have nembers immediately signed, giving to Goller Grover Shoe Company; Francis accomplished by development and public-levy are planning to raise a quarter of the visiting ladies at the Hippodrome in the country over as to what they have nembers immediately signed, giving to Goller Grover Shoe Company; Francis accomplished by development and public-levy are planning to raise a quarter of the visiting ladies at the Hippodrome in the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what they have need to make the country over as to what th of Industries upon the Oakland side of San Francisco Bay, and thus to secure for their city the advantages which be-

WEEKLY CHICAGO SURVEY OF BUSINESS FACILITIES

the work of the Association of Com- Commerce of Chicago will week by week merce during the past year has attracted give publicity to reports from each of its Business went to press, the necessary so much nation-wide attention as the seventy-eight subdivisions as to the most steps have been taken to transform Junior Association of Commerce. The important facts and conditions relating he Worcester Board of Trade into idea is not original with Grand Rapids, to each individual line of business. This the Worcester Chamber of Commerce, as it has been tried by other organiza- matter will be official, being prepared the Worcester Chamber of Commerce, and a bill is now pending in the Massistance of Sachusetts Legislature changing the Corporate name of that organization to the new title.

The new chamber is arranged on the bureau basis, and the plan of carrying on the work of the organization per the work of the work of the organization per the work of the work of the organization per the work of the organization per the work of the work of the organization per the work of the work of the organization per the work of the work of the organization per the work of the work of the organization per the work of the work of the per to the association before the weekly meeting at the Hotel La Salle on Wednesday, as usual.

At a banquet held at the close of the first day's session a fund of \$5,000 was day and addresses were made by Isador Loeb, of the University of Missouri; President of the University of Missouri

So far as we know, this is the first atwas organized on October 5 in the di-rectors' room of the Association of Commerce, with sixty-nine members. Officers and fully authorized. Reports will averwere elected and at a subsequent meeting the constitution and by-laws were adoptand means meeting each Wednesday.
The reports will be published at the end Civic Affairs.

The Worcester Magazine, in commenting editorially upon the change, says:

The Worcester Magazine, in commenting editorially upon the change, says:

The worcester Magazine, in commenting and has listened to some practical speaker on the business topics of the day. Their meetings are topics of the day. Their meetings are the complete annual review possible to compile, covering the whole market manufacturing whole market manufacturing whole sales and review possible to compile. conducted with strict adherence to par- ket-manufacturing, wholesale, and re-

The machinery for the compilation of chairman and vice chairman of the committee and the chair-

its distributional advantages, its manufacturing and finishing establishments.

Good Florida Secretaries.

ganizations desiring help, which evidences the growing tendency of commercial organizations to work together toward acquiring rapid and effective A secretary who is being kept sults. busy giving suggestions and enouragement to Florida organiz Willis B. Powell, secretary of the Tampa (Fla.), Board of Trade. Mr. Powell re cently within a week spoke to members of the Arcadia Chamber of Commerce, delivered an address on the welfare movement at the Court House in Aradia, delivered an address in membership campaign at Ocala and took part rally at Bartow. Powell says that the entire State of Florida is showing remarkable activity through its commercial organizations. H. H. Richardson, of Jacksonville, and Leland J. Henderson, of Pensacola, are equally active in general strengthening of small organizations.

Boys in Civil Service.

There has been formed in the Winston-Salem High School a club of boys bearing the name of Alpha Club. Concerning this club, Le Roy Hodges, secretary of the Winston-Salem Board of Trade, writes as follows:

"I do not know of another one organed for the purpose of making the school a more efficient institution for the training for citizenship, the creation of respect for public service, the elevation of public ideals, the encouragement of hon-American statesmanship and the im-provement of the social status of our people, and the making of the city a bet-"If it weren't for a cold feeling in your spine, you would purr, but for the which to live. If you know of any other high school clubs organized for such a purpose, I would certainly appreciate it if you would let me know where they are

located, so that I can get in touch with The essential difference, as I see it, of the Alpha Club of the Winston City High School from other high school so-cieties is that the Alpha Club is an organization of boys in whom has been sentiment is pitched in terms of prepara-Secretaries in various parts of the coun-

try who know of organizations of boys project. to this office giving details.

Rural Progress in New England.

The Boston Chamber of Commerce entertained at dinner early in March, the ploy of on Rural Progress. It was noticeable 17,000 inhabitants, had not previously had that notwithstanding New England is so a commercial organization, but the busigreat a manufacturing center, all recog-nized the agricultural interests of New the call issued by the committee that great a manufacturing center, all recograise foodstuffs in New England to secure every advantage in marketing. At officers were elected, but at a meeting born, Lynn merchants. The Lynn champresent they are at a disadvantage when to be held in the near future a perma- ber will have division for manufacturers, or their city the advantages which belong to it by location. It is rumored that long to it by location. It is rumored that the secretary of the new commercial club at the Hotel Stater on the evening of secretary of the new commercial club at the Hotel Stater on the evening of purpose is to secure for Oakland much of the benefit incidental to the Panage Agent and Space and Association of 1915.

In the deviation of the producers of foodstuffs or ment organization will be effected and a first-class secretary will be employed. Since the producers of foodstuffs or ment organization will be effected and a first-class secretary will be employed. Since the producers of foodstuffs or ment organization will be effected and a first-class secretary will be employed. Since the producers of foodstuffs or ment organization will be effected and annual joint banquet of the Piano Merchants, and professional men. The manufacturers division will be effected and a first-class secretary will be employed. Biddeford is determined to take its proposition of take the Matter with America?" and in the progress of his statements covered very manufacturers, and professional men. The manufacturers division will be effected and a first-class secretary will be employed. Biddeford is determined to take its proposition on the manufacturers of took as his subject "What is the Matter with America?" and in the progress of his statements covered very manufacturers of took as his subject or combining those features ment or the desires of combining the side for combining the side for on-the annufacturers of the desires of Julian and American progress of his statement or complete the manufacturers of the desires of combining the side for on-the annufacturers of the supplier of the benefit incidents of the producers of foodstuffs and producers of foodstuffs and producers of foodstuffs and producers of foodstuffs and producers of the supplier of the supplier of the producers of foodstuffs and producers of foodstuffs and producers of foodstuffs and produc

MISSOURI FEDERATION COMMERCIAL CLUB'S ANNUAL MEETING

The second annual convention of the Federation of Missouri Commercial Clubs

nesday, February 25 and 26, to devise means for advertising the State.

At a banquet held at the close of the ler, Blair, and Montgomery Counties; Merchants' Association. The following

At the second day's session, William Hirth, of Columbia, was elected presi-dent, Sidney J. Roy, of Hannibal, secretary, and James A. Houchin, of Jefferson City. vice president. Thirty editors of Missouri papers were

ade a publicity committee to urge conervation of the soil and intensified farming. A board of directors was selected by Congressional districts. It was decided to have a paid repre-sentative work over the State, organiz-

ing clubs and strengthening those already n existence.
At the close of the meeting, twenty

delegates left for Jefferson City to urge the appropriation by the legislature of

WORKING TOGETHER

office of the secretary-treasurer. An interesting programme dealing with retaries was carried out, and although the Secretaries of large commercial or- ers were an important part of this proganizations are devoting much of their time to giving assistance to smaller or-

> The meeting is considered one of the to have Representative H. convention as attended this. ost successful organization meetings ever held in the State, and it is believed the results will do much toward furthering the interests of not only the comnercial club work within the state, but

f the State itself. The subjects that were discussed by the mmercial secretaries are:

"Benefits of a State Organization." Model Constitution 'Financing an Organization." "Membership Campaigns." 'Dues and How to Collect Them." 'Maintaining Club Rooms.' Co-operation of the Press."

The Handling of Charities. ouraging Home Manufacturers." "Conventions-Their Uses and Abuses. Round table discussion of "A Secretary's Troubles."

The Argonaut Trail.

At its regular meeting March 7 the embers of the Argonaut Trail Commitee, to conduct a vigorous campaign for ocean-to-ocean highway for motor ehicles, to cost \$50,000,000, with San Francisco as its Western terminus

Brinegar, chairman; Charles Temoleton Crocker, Charles E. Green, M. H. Robbins, jr., Leopold Michels, John A. to have been accomplished I shall be Britton, Charles S. Wheeler, R. R. l'Hommedieu, and Vincent Whitney.
This committee will at once apply it-

elf to its task, and present in the proper directions the advantages to be derived as well as the country at large from such

A letter has been received by the San Francisco Chamber of Commerce from the Oakland Chamber of Commerce, statng that a similar committee, composed of R. L. Oliver, H. C. Capwell, C. J. Heeseman, F. A. Leach, jr., and George . Pardee, appointed by the latter body, vould like to discuss with the San Francisco committee the national highway

New Maine Organization.

The Business Men's Association was organized in Biddeford, Me., the last week in February by experts in the em-Biddeford, a thriving little city of about

ARE WORKING TOGETHER

The Lancaster (Pa.) Chamber of Comfarmers of Lancaster County for the adoption of a motto and emblem to be was held at Moberly, Tuesday and Wed- purpose of establishing a demonstration affixed to merchandise distributed from established in Washington, Mercer, Butto raise a sum of round proportions so well as proclaim a fact. 'Made in —, that through the Lancaster Chamber of and 'From Greater —' are very passe. commerce demonstration work may be common hereafter through Lancaster County. The meeting had its inception with Representative Griest, who has been greatly interested in the subject and has had an exhaustive correspondence with the United States Department of Agriculture and the national crop improve-ment committee. In order to secure the \$1,200 yearly offered by the agricultural department and the \$1,500 (\$500 yearly for two years) tendered by the National Crop Improvement Committee of Grain Exchanges, it will be necessary for Lanaster County to raise a sum of round proportions, but the complete subscription of the sum needed, it is believed, will be

NORTH DAKOTA STATE MEETING.

the serious study to vital problems which they always need; the new Chamber of Commerce hopes and intends to employ paid experts to do the investigating for them, men who shall be always on the property of the men who were too busy to give the filtration plant, and of the committee and the chairman of the publicity committee, will have sociation of Commercial Secretaries was sociation of Commercial Secr The first report was on "Chicago as a Dry Goods Market." This report came from subdivision committee, No. 1 (Dry Goods and Dry Goods Commission). The Grand Island Commercial Club to the report covered Chicago's buying power. business session of the organization will be held March 20, and the evening of March 19 will be devoted to a "get-toaddresses delivered by the various speak-

The convention held in Omaha was known as the "School for Secretaries," | Commercial Club, formerly connected bincoin is the 1913 meeting place and present indications are that twice as many secretaries will attend next year's convention as attended this.

With the University of Wisconsin. Prof. Rastall is an authority in his department of the work. An effort is being made present. Dr. J. M. Gillette, of the University, will speak, and several of the delegates will be included on the pro-

> The purpose of the meeting is to bring the various commercial bodies of the Stale into closer unity for the mutual good of all.

President Towne Re-elected.

The Merchants' Association of New York is to remain under the leadership Manufacturing Company, for 1913. Towne has served as president for five ears and was anxious to be freed from further service. In a statement to the Merchants' Association, Mr. Towne wrote in part as follows:

"You have expressed to me, however, ciation might be hampered if this change took place prior to the transfer of board of directors of the Chamber of worth Building, and prior to the completo the new location in the Woolnow in progress which should be accomplished by that time. Therefore, personal sacrifice, I yield to your wishes and accept re-election now, relying on the assurance you have given me that as soon as the matters above referred at liberty to tender my resignation of ment. the office of president, and that this will then be accepted without question or de lay.

Pindell for Wilmington.

and Labor, has become director of the industrial department of the Chamber of Commerce of Wilmington, Del. It is understood that Mobile, Ala., was anxious to secure the services of Mr. Pindell. farmer what he should do, but rather to Mr. Pindell's training has been of such a character as to thoroughly familiarize said Mr. Ball. "We accomplish the best intimate knowledge of department affairs provement lines. Any or all of the crop will serve him in good stead.

Forming New Chamber.

Lynn, Mass., March 10 .- A Chamber of Commerce is being formed in Lynn. Plans for it now are being prepared by

SEEKING TRADE SLOGAN

The Merchants' Association of Nev merce recently brought together 200 York has recently been discussing the agency. Farm bureaus have already been New York City. The plan has been indorsed by the executive committee of the slogans secured some support: "From Greater New York," "Made in New York," "From New York." Mr. Justin A. Runyan, secretary of the Board of Commerce of Bay City, Mich., made the fol-

owing suggestion: "A motto should mean something as I would suggest that you use the Liberty ennant use the words: 'New York! The Great Beacon Light.' New York doesn't need a descriptive adjective or anything else—just New York! As the great light-house and its flashlight is a beacon to York, the Great Beacon Light!' be a guide or beacon for the merchant who seeking the marts of the world. Besides, this motto stamped or pasted on goods shipped to South America or any part of the world, not only stamps the place whence the goods came, but is also a constant reminder and an invitature. Then, too, the county would have to devise means to disburse these funds and be in a position to receive funds suggestion."

After consideration, the committee un-animously presented the following resoution to the executive committee of the

blem for goods from Greater New York

AN OPINION FROM ABROAD.

Quotation from an address by B. J Shoninger, president of the American hamber of Commerce in Paris: "Upon my recent visit to the United "Upon my recent visit to the Lap, W. A. Lucas.
States, as one of your delegates to the States, as one of Chambers of San Francisco-R. N. Lynch, C. H. Commerce, neid at Boston, I was 10 Kendrick, W. B. Pringle, L. M. King, T. foundly impressed with the evidence of development in the business associations of our country. By broadening their Fred. Whitton, Curran Clark, G. W. Dorscope of activities, the Chambers of Commerce have gained in public esteem Phelan, F. V. Keesling, J. Horsburgh, jr., and influence to a remarkable extent in the past decade. In uniting their efforts, the business men, acting through Matson, G. Wormser, E. L. Heuter, C. W. heir associations, have at last realized Blanpied, D. O. Lively, G. he power they can exert in shaping Norman Lombard, A. B. C. Kalkhorst, gislation in the right direction. time is ripe now for them to formulate ertain policies appertaining to economic questions, which may tend to divorce them from politics, as is done to so large an extent in the leading European ill possible political readjustments. Why hould the advent of another administration. or the change of men in office produce commercial uncertainty and create a fear of industrial upheaval, as the case preceding or following every Presidential election? By insisting upon the treatment of all economic quest from a scientific and nonpartisan stand-point, much of the danger of financial and commercial disturbance would be

\$1,000 Each for 1,000 Counties.

Grand Forks, N. D .- In connection with he rapid strides that are being made along crop improvement lines in this State, the work and plan of the Crop Improvement Committee, of Chicago, of the uncil of grain exchanges, having back interest. Bert Ball, secretary of the comrecently addressed the Grand Forks Commercial Club and pointed out me pertinent facts in crop improve-

The plan of the crop improvement com The committee is co-operating county. with the United States government in the fund. Copies of the agreement can the work, and is ready to supply \$1,000 be secured by writing to George L. Dol to each of a 1,000 counties that will or- secretary of the Bradford Board of Robert M. Pindell, formerly Chief ganize under their plan. The co-opera-clerk of the Department of Commerce tion of all interests is the aim of the committee, and they believe that the nly way this can be secured is by a

him with the industrial possibilities of various portions of the United States. Mr. Pindell's home has been in Mary-land. He is well known throughout all the mary-land. He is well known throughout all the mary-land and the maryland. He is well known throughout all point the way to the farmer for reorofficial circles in Washington, and his ganizing his work along business and imimprovement plan, in our judgment, will fall if paternalism is made the predominterest, and all its commercial and business port and all its commercial and business interest, and to bring attention to the

Information Wanted.

Leigh H. Irvine, of Eureka, Cal., is anxious to hear from Chambers of Commerce community development campaigns in the

ORGANIZATIONS AROUND SAN FRANCISCO BAY CONFER FOR PROGRESS

Recently more than eighty of the representatives of commercial organizations in the district about San Francisco Bay held a meeting at the Chamber of Commerce in San Francisco, Discussions centered around colonization. The best method of securing colonization was defined to be through moving picture lectures and special traveling exhibits in conjunction with active carvassing through crews of agents. The California, Development Board was discussed in the light of similar development boards in that part of the country. The Immigra-Statue and have a light flash from it in the shape of a pennant and in this flash for discussion. This commission was anfor discussion. This commission was appointed by Gov. Johnson in August, 1912. "to investigate the immigration problems that will be presented to us with the ution of the immigrants who will come he mariner in the storm so would 'New to this State thereafter, and such other matters as may be necessary to prevent the congestion of population and the other evils that have arisen through lack of foresight and care in the Eastern States." The tourist feature and its relation to the development of California was also discussed, this having close relation to the general campaign of "See America first." The following organizations were represented

Alameda-F. N. Delanoy, H. Hauch, H. Antioch-W. S. George

Benicia-H. P. Berkeley-C. D. Heywood, G. L. Schnei-Wells Drury

Martinez-O. K. Smith. H. M. Bush. Newark-W. C. Graham.
Niles-G. F. Sullivan, E. A. Ellsworth.
Oakland-A. F. Taft, Theodore Gier,
Wilber Walker, W. E. Gibson, W. W.
Keith, J. W. Phillips, A. A. Denison.

Palo Alto-W. H. Kelley, H. F. Cong-Redwood City-H. C. Tuchsen, G. A.

Richmond-D. A. Knowles, T. H. De Commerce, held at Boston, I was pro- Kendrick, W. B. Pringle, L. M. King, T.

The E. L. Drury.

F. W. Angier, Joseph T. Brooks. San Leandro-G. H. Cowie. San Mateo-L. P. Behrens, D. C. Douountries. This would free them from bleday, John H. Coleman, W. M. Rob-San Rafael-W. L. Courtright. Santa Clara-H. L. Shaw, L. M. Saptjo, H. S. Roberts, B. Fernish.

Tiffiny Vallejo-J. J. Madigan, Thomas Smith.

Sausalito-Z. W.

GREAT GUARANTY FUND. Bradford, Pa., has raised a guaranty and of \$260,000. It is a subscription of credit and not of eash. In creating this fund the bankers and leading financial men were first interested. No subscrip-tion was solicited from any whose financial responsibility would not be acceptable to the bankers, thus preventing the impairment of the value of the fund for indorsing commercial paper. For any organization that may contemplate creating a similar fund for the purpose of urthering industrial activities in its lothis latter feature is should be kept in mind, otherwise or more subscribers of questionable finanutility of the fund. The article of agreement which should be read and studied by many commercial organizations covers all questions involved in raising Trade, Bradford, Pa.

New Commercial Association.

Southport, N. C., March 13 .- On March was formed, under the title of Southport Commercial Association, with officers as follows: President, M. C. Guthrie; vice The object of the organization will be the advancement and uplift of harbor advantages of the city.

Norfolk's New Move.

Leading business men of Norfolk, Va., are planning to organize a Chamber of amerce which shall deal with all phases of the city's activities. In order that a thoroughly suitable organization plan may be secured, information ing secured from flourishing and effective commercial bodies in other cities of

on Many Different Forms of Effective Service

NEW ENGLAND'S RAILROAD NEEDS

Public Discussion of Importance Arranged by the Boston Chamber of Commerce.

A striking evidence of the adaptability is no unanimity of opinion.

A striking evidence of the adaptability is no unanimity of opinion.

Each person's point of view is based upon the facts as he knows them; but all the facts in regard to each part of earling on the railroad situation in New England. The learning brought together many of the railroad situation in New England and result.

The striking evidence of the adaptability is no unanimity of opinion.

Each person's point of view is based upon the facts as he knows them; but all the facts in regard to each part of the railroad situation in New England. The learning brought together many of the railroad situation in New England. The learning brought together many of the railroad situation in New England and result.

The shearing hought together many of the railroad situation in New England and result.

The shearing hought together many of the railroad situation in New England and result.

The shearing hought together many of the railroad situation in New England. The parties are the Commonweaum and from 7 to 10 p. m.

In order that each member of the chamber who desires to present a constructive suggestion may be sure of an opportunity to do so, and in order that each member of an opportunity to do so, and in order that each member of an opportunity to do so, and in order that each member of an opportunity to do so, and in order that each member of an opportunity to do so, and in order that each member of an opportunity to do so, and in order that each member of an opportunity to do so, and in order that each member of the chamber who desires to be heard, to notify the secrethe all the facts in regard to each part of the time between those who desire to be heard, to notify the secreson standing within the comparatively small circle of facts which have come
to his attention reaches a certain confore Wednesday noon, March 5. The
fore Wednesday noon, March 5. The fore wednesday noon, have the benefit of the suggestions of the chamber to that each member to 5:30 p. m., and from 7 p. m. to missing the method by which an improved service can be assured.

Upon the directors of the chamber rests the duty of recommending to the members of the chamber what changes if any the Members of the chamber what changes if any the Members of the chamber what changes if any the Members of the chamber what changes if any the Members of the chamber what changes if any the Members of the chamber what changes if any the Members of the chamber what changes if any the Members of the chamber what changes if any the Members of the method by which and improved service can be assured.

England presents many complicated

in existing conditions the Boston Chamrce:
The railroad situation in deaver to bring about. This is an exceedingly difficult task. No

perplexing problems. It seems to be one group of men has all the light or general opinion that Boston and all the wisdom required for a wise soluland desire better transportation tion of our transportation problems. That nce than they are receiving, but as will only be reached after weighing temp

perate suggestions, representing the point of view of all the interests affected by the problem.

In order that the directors may have the benefit of the views of as many mem-bers of the chamber as possible, they have arranged to give a hearing, and respectfully invite all members of the namber who desire to present any contructive suggestions to attend. This hearing will be held on Thursday

March 6, in the reading room, Chamber of Commerce Building, from 10.a. m. to 12:30 p. m., from 2 p. m. to 5:30 p. m., and from 7 to 10 p. m.

In order that each member of the chamber who desires to present a con-

members will be recognized.

Judging from the suggestions which have been made as to what change in the existing situation is most likely to result in on improvement in the sultred. of the chamber are roughly divided into three classes: (1) Those who believe that the best way

to secure an improvement is by separating the Boston and Maine Railroad from the New Haven control and management,

Commonwealth should take over the stock of the Boston and Maine Railroad now held by the Boston Railroad Hold ing Company; and
(2) Those who believe that the object

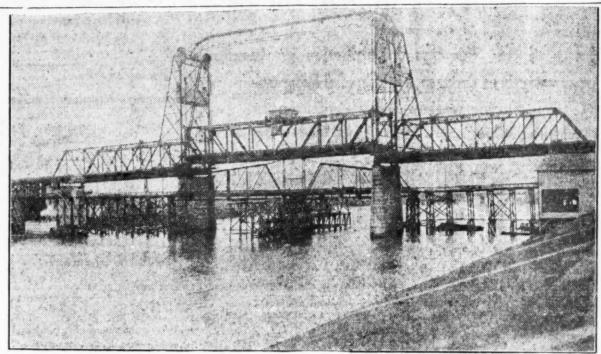
desired could best be accomplished in some other way; and
(3) Those who believe that no change in the existing situation is advisable

Members advocating the separation of the Boston and Maine Railroad will be asked also to state what arrangement for the management and operation of the

problem in New England and resultin the taking of a great deal of valitestimony. The directors, under the
ctorship of James J. Storrow, presitof the Chamber of Commerce, sat
in 10 a. m. to 12:30 p. m., and from 7 p. m. to
is 3:30 p. m., and from 7 p. m. to
is small circle of facts which have come I tary of the chamber to that effect beof the chamber and the chamber and the chamber of the chamber as possible; and (2) That each members of the chamber of the chamber as to give
each person who has given such notice
an opportunity to present is not a member of
the chamber to that effect beof as man? memoers of the chamber as of as man? memoers of the chamber as to give
the chamber of the chamber of the chamber as possible; and (2) That each member of
directors will so allot the time as to give
each person who has given such notice
an opportunity to present is not a member of
the chamber to that effect beof as man? memoers of the chamber of
the chamber to that effect bedirectors.

The directors will so allot the time as to give
each person who has given such notice
an opportunity to present is not a member of
the chamber to that effect beof as man? memoers of the chamber to that effect beof as man? memoers of the chamber to the selfthe chamber to the chamber to the such as the chamber to the selfthe chamber to the chamber to the selfthe chamber to the chamber to the chamber to the selfthe chamber to the chamber to the selfthe chamber to the chamber as the chamber to the selfthe chamber to the chamber to the chamber to the selfthe chamber to the chamber to the chamber to the chamber as to give the chamber to the chamber to the chamber as the chambe present shall engage in a joint debate There will, however, probably be an opportunity given at the conclusion of the result in an improvement in the railroad facilities and service furnished to the point of view. The recommendation of the directors will later be submitted to a membership meeting.

This letter is sent with the approval and by the direction of the board of di-JAMES J. STORROW. February 26, 1913.



The above picture is of Tacoma's new six hundred thousand dollar steel bridge. It connects the commercial center of the city and the manufacturing district on the tideflats. The old draw-bridge which limited close contact between these two important portions of Tacoma is shown in the picture as passing under the new bridge. It will be rapidly removed. The new bridge provides for street car transportation, a hard surface roadway, and also for uninterrupted traffic on the river. A water main from the city to the tideflats is carried over the top of the structure and is not affected by the lift of the middle section.

Commercial Organizations Exerting Varied Influences

GREAT CHANGE MADE IN COMMERCIAL BODY OF WORCESTER MASS.

the last issue of the Nation's

The Worcester Magazine, in com-

The Worcester Magazine, in commenting editorially upon the change, says:

The old Board of Trade was a one-track road; the new Chamber of Commerce will be a five-track road. The old Board of Trade bad a limited income; the new Chamber of Commerce to have an unlimited one. The old Board of Trade was chartered for single of the city, and after an explantion of bid Board of Trade was chartered for single of the city, and after an explantion of his line of business through the chartered for single of the new Chamber of Commerce will be chartered for single of the new Chamber of Commerce will be chartered for single of the complex covering the whole market—manufacturing, wholesale, and retail lines.

The machinery for the compliation of the reports is in the ways and means committee of the association, composed of 400 men representing every line of trade and profession in the city. The seventy-eight subdivisions are divided into nine groups, each group having a representative on the ways and means council.

WORKING TOG paid experts to do the investigating for easy reach and every shipper a law ents are commensurate. merce is organized when the railroad lem that confronts the American people, America to solve the difficulties that infront both the railroads and of Commerce for a copy of a sper. The old Board of Trade entitled "How Fakers Fake." was organized in a day of intense inbenefits of co-operation have become learly apparent, demonstrable and almost universally accepted. The old bers made it; that it was largely a social sites." when it was created its members wanted business body, handling and solving o some limitations; it would be strange a community as conservative as England, tradition and precedent gether a mixed emotion. didn't play some part in our business

Southern Secretaries.

of Trade typifled the nineteenth century

new Chamber of Commerce typifies

the new Chamber of Commerce

The old Board of Trade

s a pioneer, a pathfinder, with nothing

ciced the views of 150,000 people; the

Board of Trade conserved the commerce

'hamber of Commerce will co

views of 500,000 people. The old

The officers and executive committee Southern Commercial faries' Association have selected Thurs-Friday, and Saturday, June 5, 6, at Charleston, S. C., as the days for the annual meeting of the Southern Commercial Secretaries' Asso-This date has been named beause the Associated Advertising Clubs nerica meet in Baltimore on June 8 and all secretaries are interested in advertising and will surely want to attend both meetings. The programme is aimed at rendering practical institute guidance

New Pacific Organization.

Business men of Oakland, Cal., are city the advantages which beama-Pacific Exposition of 1915.

PRACTICAL WORK

BY JUNIOR BRANCH

The new chamber is arranged on the bureau basis, and the plan of carrying on the work of the organization permits the addition of bureaus as fast as the necessity for them arises and the funds are available. In starting, five bureaus are sketched:

Traffic.

New Industries.

Mercantile Affairs, Agriculture,

The object of the Junior Association is to assist in teaching young men how to select their life's vocation. The Junior Association before the sociation before the weekly meeting at the Hotel La Salle on the weekly meeting at the Hotel La S

of volunteer com- which have just been explained to them. mittees-when they were not actually In this manner the machine shops, the chairman of the committee and the chairman of the publicity committee, will have sociation of Commercial Secretaries was wholesale houses, retail houses, railroad the serious study to vital problems which

the the guidance of Mr. J. H. Skin-men who shall be always on the ner the junior association has been conby and capable of giving a good ac-ount of themselves. The old Board of fall prepared it for early spring planting. Trade was confined to Worcester; the new Chamber of Commerce takes in the study theory in school an opportunity whole of Worcester County. The old Foard of Trade was organized when the side of business life, and thus assist railroad question was a local matter, them in choosing a vocation which is with the heads of departments within to their liking and with which their tal-

HOW FAKERS FAKE.

All organizations are recommended to apply to the Rochester (N. Y.) Chamber n a day of intense in-new Chamber of Com-the gentle art of gaining one's living is organized at a time when the without effort. It takes up in succeeding operation have become the demonstrable and all accepted. The old was poor, always poor; always p is intended that the new Chamber of venir' booklet, special advertising, dit is intended that the new Chamber of Commerce shall be rich—rich in rerectories, and "small fry." The sumsourcefulness, revenues, and results, ming up of the question is made that The old Board of Trade was the best that its generation can think, can conceive. The old Board of Trade was the best that its generation can think, can conceive. The old Board of Trade was the best that its generation can think, can conceive. The old Board of Trade was the best that its generation can think, can conceive. The old Board of Trade was the best that its generation can think can conceive. The old Board is that dealing with "Philanthropic Parais that dealing with "Philanthropic Parabers made it; that it was largely a social organization was due to the fact that chapter. A brief quotation will promote when it was created its members wanted that kind of a body and clung to it:
that kind of a body and clung to it:
the new Chamber of Company to it to be
"A beautiful lady, yet a businesslike

he new Chamber of Commerce is to be lady, will sidle into your office and with ant that kind of a body. The old oard of Trade necessarily was subject of happy boyhood days in the apple orcharming hesitation approach your desk, chard. You look up, flattered by the smile and worried by its import-alto-

"You acknowledge your identity and she begins, 'It's the we do so need your advice, the commit tee tell me that you have been interested for several years and they said they were sure if I came and talked with you, you would help us. You are so lever in these matters.'

"If it weren't for a cold feeling in your spine, you would purr, but for the ommerce and agriculture of fifty-eight with a capital 'H,' in which you are initles and towns, amounting to more than a billion of dollars; the old Board terested. Your mental congress makes an appropriation of one dollar to draw conversational cards in the game and a voice you endeavor to make both kindly and judicial you say, 'which

'Oh, Mr. Mark, what a noble citizen you are. So many homes that you canome that you and Mrs. Mark gave ten ollars to year before last to ew dining-room, you know, the home or ° ° ° up on So-and-So Street.' "It's out. Your bet is seen and raised, you are in and you cannot lay down to this office giving details. Get it and read it all.

National Piano Conventions.

Arrangements have been completed for the annual convention of the National Association of Piano Merchants of America. It will be held in Cleveand at the Hotel Statler on June 2 to 4. Over 500 delegates are expected. June 2 will be England as of primary importance. The taking steps to form a Commercial Club.

They are planning to raise a quarter of a million dollars to encourage the loca
They are planning to raise a quarter of the visiting ladies at the Hippodrome in the evening. Tuesday morning will be the evening and the evening and the company advantage in marketing. At officers were elected, but at a meeting of industries upon the Oakland side the first business session, and the conof San Francisco Bay, and thus to secure vention will be continued through Wednesday as occasion may require. or their city the advantages which belong to it by location. It is rumored that
the secretary of the new commercial club
will be offered \$8,000 a year. An underlying purpose is to secure for Oakland
much of the benefit incidental to the Panmuch of the Panmuch o

WEEKLY CHICAGO SURVEY OF BUSINESS FACILITIES

Grand Rapids, March 10 .- No branch of Beginning March 5 the Association of the work of the Association of Com- Commerce of Chicago will week by week merce during the past year has attracted give publicity to reports from each of its have been taken to transform Junior Association of Commerce. The important facts and conditions relating nesday, February 25 and 26, to devise Worcester Board of Trade into idea is not original with Grand Rapids, to each individual line of business. This the Worcester Chamber of Commerce, as it has been tried by other organiza- matter will be official, being prepared the Worcester Chamber of Commerce, as it has been tried by other organiza-and a bill is now pending in the Mas* tions, but the scope and purposes of the originally by the firms interested, sub-first day's session a fund of \$5,000 was and a bill is now pending in the Mass sachusetts Legislature changing the corporate name of that organization to the new title.

The new chamber is arranged on the lost their life's vecestion. The Lupior Association of Commerce of Grand Rapids is new and different from any other organization in the country. The Lupior Association is to publicity committee, and finally read and approved by the ways and means compared to the firms interested, subscribed for advertising Missouri, and subscribed for advertising Missouri, and addresses were made by Isador Loob, of the University of Missouri; President of the University of Missouri; President of the University, and H.

The new chamber is arranged on the look their life's vecestion. The Lupior Association of Commerce of Grand Rapids is new and different from any other organization in the country. The Junior Association is to publicity committee, and finally read and addresses were made by Isador Loob, of the University of Missouri; President of activity is the general agreement on assist in teaching young men how to season a rund of solve was session a rund of solve was subscribed for advertising Missouri, and of the university of the University of the University of the University, and H.

B. Tierney, of Trenton, Mo., who told of the publicity committee, and finally read and approved by the ways and means compared to the publicity committee. The provided for the university and H.

ed. Since that time the Junior Association has met regularly every two weeks on Saturday morning and has listened to five year in permanent form giving the most complete and permanent form giving

council. The ways and means council together with the chairman and vio

its distributional advantages, its manufacturing and finishing establishments.

Good Florida Secretaries.

Secretaries of large commercial organizations are devoting much of their time to giving assistance to smaller organizations desiring help, which evidences the growing tendency of commerfal organizations to work together toward acquiring rapid and effective re-A secretary who is being kept very busy giving suggestions and en ouragement to Florida organizations is Powell, secretary of the Tampa (Fla.), Board of Trade. Mr. Powell re ently within a week spoke to members f the Arcadia Chamber of Commerce, delivered an address on the welfare movement at the Court House in Arcadia, delivered an address in member ship campaign at Ocala and In a large civic rally at Bartow. Powell says that the entire State of through its commercial organizations. H. equally active in general strengthening

Boys in Civil Service.

There has been formed in the Winston-Salem High School a club of boys bear-ing the name of Alpha Club. Concernof the Winston-Salem Board of Trade writes as follows:

zed for the purpose of making the school more efficient institution for the training for citizenship, the creation of respect for public service, the elevation of est public leadership, the ennobling of American statesmanship and the im-provement of the social status of our eople, and the making of the city a better, greater and more beautiful place in which to live. If you know of any other ife of you, you cannot think of any home high school clubs organized for such a purpose, I would certainly appreciate it if you would let me know where they are ocated, so that I can get in touch with

the moving spirits directing them. "The essential difference, as I see it, of the Alpha Club of the Winston City cieties is that the Alpha Club is an organization of boys in whom has been orn the desire for service. Their every entiment is pitched in terms of prepara-

Secretaries in various parts of the country who know of organizations of boys project. requested to write

Rural Progress in New England.

The Boston Chamber of Commerca enertained at dinner early in March, the ploy of Town Development Magazine delegates to the New England conference on Rural Progress. It was noticeable 17,000 inhabitants, had not previously had that notwithstanding New England is so a commercial organization, but the fized the agricultural interests of New the England as of primary importance. The took the matter in charge. About 225 the principal as of principal through the principal through through the principal through through through through the principal through the principal through through cure every advantage in marketing. At officers were elected, but at a meeting present they are at a disadvantage when to be held in the near future a permapresent they are at a disadvantage with the producers of foodstuffs remote from Boston. George Woodruft, of Jollet, Ill., took as his subject "What Biddeford is determined to take its prop-

MISSOURI FEDERATION COMMERCIAL CLUB'S ANNUAL MEETING

The second annual convention of the Federation of Missouri Commercial Clubs means for advertising the State.

Congressional districts.

It was decided to have a paid repre sentative work over the State, organiz-At the close of the meeting, twenty

delegates left for Jefferson City to urge the appropriation by the legislature of ous counties and also to urge the Legis-

WORKING TOGETHER

The organization of the Nebraska As-

office of the secretary-treasurer. An interesting programme dealing with nothing but work of commercial club secretaries was carried out, and although the ers were an important part of this progave the secretaries their real schooling. The convention held in Omaha was Lincoln is the 1913 meeting place and resent indications are that twice as convention as attended this.

The meeting is considered one of the ost successful organization meetings er held in the State, and it is believed he results will do much toward further ing the interests of not only the commercial club work within the state, but of the State itself. The subjects that were discussed by the

ommercial secretaries are: "Benefits of a State Organization."
"A Model Constitution."

Financing an Organization " Dues and How to Collect Them. Maintaining Club Rooms. Co-operation of the Press. "The Handling of Charities.

Encouraging Home Manufacturers. "Conventions-Their Uses and Abuses Round table discussion of "A Secre

The Argonaut Trail.

At its regular meeting March 7 the poard of directors of the Chamber of Commerce appointed the following as embers of the Argonaut Trail Committee, to conduct a vigorous campaign for ocean-to-ocean highway for motor rehicles, to cost \$50,000,000, with San Francisco as its Western terminus E. P. Brinegar, chairman; Charles Templeton Crocker, Charles E. Green, M. H. Robbins, jr., Leopold Michels, John A. Britton, Charles S. Wheeler, R. R. l'Hom-

medieu, and Vincent Whitney.
This committee will at once apply itelf to its task, and present in the proper directions the advantages to be derived by every class of the local community as well as the country at large from such

A letter has been received by the San Francisco Chamber of Commerce from the Oakland Chamber of Commerce, stating that a similar committee, composed of R. L. Oliver, H. C. Capwell, C. J. Heeseman, F. A. Leach, jr., and George Pardee, appointed by the latter body would like to discuss with he San Fran-cisco committee the national highway

New Maine Organization.

The Business Men's Association was organized in Biddeford, Me., week in February by experts in the emness men responded with enthusiasm to

COUNTY AND TOWN ARE WORKING TOGETHER

The Lancaster (Pa.) Chamber of Commerce recently brought together 200 farmers of Lancaster County for the adoption of a motto and emblem to be Business went to press, the necessary so much nation-wide attintion as the seventy-eight subdivisions as to the most was held at Moberly, Tuesday and Wedagency. Farm bureaus have already been established in Washington, Mercer, Butto raise a sum of round proportions so that through the Lancaster Chamber of and 'From Greater ——' are very passe. Commerce demonstration work may be commen hereafter through Lancaster The meeting had its inception with Representative Griest, who has been greatly interested in the subject and has

had an exhaustive correspondence with the United States Department of Agri-culture and the national crop improvement committee. In order to secure the \$1,200 yearly offered by the agricultural department and the \$1,500 (\$500 yearly for two years) tendered by the National Crop Improvement Committee of Grain Exchanges, it will be necessary for Lancaster County to raise a sum of round proportions, but the complete subscription of the sum needed, it is believed, will be matter of only the very immediate fu-

Then, too, the county would have to devise means to disburse these funds suggestion.

in a position to receive farm NORTH DAKOTA STATE MEETING.

wholesale nouses, retail nouses, railroad shops, have all been discussed and viscommerce hopes and intends to employ ited by the Junior Association.

wholesale nouses, railroad shops, have all been discussed and viscommerce hopes and intends to employ ited by the Junior Association.

wholesale nouses, railroad shops, have all been discussed and viscommerce hopes and intends to employ ited by the Junior Association. of John M. Guild, commissioner of the March 19 and 20. The dates were set at The first report was on "Chicago as a Dry Goods Market." This report came from subdivision committee, No. 1 (Dry Goods and Dry Goods Commission). The Grand Island Commercial Club to the splendid programme have been made. The business session of the organization will March 19 will be devoted to a "get-to-gether" meeting, with short talks by delegates on various phases of Com-mercial Club work in North Dakota. The principal speaker for the session on March 20 will be B. M. Rastall, the industrial commissioner of, the Duluth Commercial Club, formerly connected

nany secretaries will attend next year's of the work. An effort is being made to have Representative H. T. Helgeson Rastall is an authority in his department present. Dr. J. M. Gillette, of the University, will speak, and several of the delegates will be included on the pro-

The purpose of the meeting is to bring the various commercial bodies of the good of all.

President Towne Re-elected.

The Merchants' Association of New York is to remain under the leadership Manufacturing Company, for 1913. Towne has served as president for five rears and was anxious to be freed from further service. In a statement to the Merchants' Association, Mr. Towne wrote point, much of the danger of financial in part as follows: "You have expressed to me, however,

ciation might be hampered if this change took place prior to the transfer of to the new location in the Woolworth Building, and prior to the comple tion of certain matters of organization now in progress which should be accomplished by that time. Therefore, personal sacrifice, I yield to your wishes and accept re-election now, relying the assurance you have given me t as soon as the matters above referred at liberty to tender my resignation of the office of president, and that this will then be accepted without question or de lay."

Pindell for Wilmington.

Robert M. Pindell, formerly Chief ganize under their plan. Clerk of the Department of Commerce and Labor, has become director of the industrial department of the Chamber of only way this can be secured is by a Commerce of Wilmington, Del. It is strong county organization, understood that Mobile, Ala., was anx- "It is not our plan to try jous to secure the services of Mr. Pindell. farmer what he should do, but rather to Mr. Pindell's training has been of such a character as to thoroughly familiarize said Mr. Ball. "We accomplish the best intimate knowledge of department affairs will serve him in good stead.

Forming New Chamber.

Lynn, Mass., March 10 .- A Chamber of commerce is being formed in Lynn. Plans for it now are being prepared by Ralph Bauer, Charles O. Blood and Charles E. Sanborn, Lynn merchants. The Lynn ber will have division for manufacturers. merchants, and professional men. The manufacturers' division will be subdivid-

SEEKING TRADE SLOGAN

The Merchants' Association of New York has recently been discussing the New York City. The plan has been indorsed by the executive committee of the Merchants' Association. The following tered around colonization. The best slogans secured some support: "From Greater New York," "Made in New York," "From New York." Mr. Justin A. Runyan, secretary of the Board of Com-

merce of Bay City, Mich., made the following suggestion: need a descriptive adjective or anything else—just New York! As the great lighthouse and its flashlight is a beacon to seeking the marts of the world. Besides, this motto stamped or pasted on goods shipped to South America or any part of the world, not only stamps the place whence the goods came, but is also a constant reminder and an invitation to 'come again' as New York con-tinues to 'light' the way. This is my

After consideration, the committee unnimously presented the following resolution to the executive committee of the

blem for goods from Greater New York

AN OPINION FROM AEROAD. Quotation from an address by B. J. Shoninger, president of the A Chamber of Commerce in Paris: "Upon my recent visit to the United States, as one of your delegates to the Lap, W. A. Lucas. International Congress of Chambers of States, as one of your decisions of Chambers of International Congress of Chambers of San Francisco-R. N. Lynch, C. Commerce, held at Boston, I was pro-Coundly impressed with the evidence of C. Friedlander, W. R. Wheeler, development in the business associations of our country. By broadening their scope of activities, the Chambers of Commerce have gained in public esteem Phelan, F. V. Keesling, J. Horsburgh, jr., Commerce have gained in public extent and influence to a remarkable extent in the past decade. In uniting their efforts, the business men, acting through Matson, G. Wormser, E. L. Heuter, C. W. their associations, have at last realized Blanpied, D. O. Lively, G. the power they can exert in shaping Norman Lombard, A. B. C. Kalkhorst, time is ripe now for them to formulate certain policies appertaining to economic questions, which may tend to divorce them from politics.

South San Francisco—W. J. Martin. San Jose—J. B. Bullitt, J. W. Nixon, F. W. Angier. Joseph T. Decol. legislation in the right direction. The time is ripe now for them to formulate them from politics, as is done to so State into closer unity for the mutual large an extent in the leading European countries. This would free them from bleday, John H. Coleman, W. M. Roball possible political readjustments. Why should the advent of another administration, or the change of men in office, produce commercial uncertainty and create a fear of industrial upheaval, as is the case preceding or following every Presidential election? By insisting upon the treatment of all economic quest from a scientific and nonpartisan stand-

and commercial disturbance would be \$1,000 Each for 1,000 Counties.

Grand Forks, N. D .- In connection with the rapid strides that are being made along crop improvement lines in this State, the work and plan of the Crop Improvement Committee, of Chicago, of the uncil of grain exchanges, having back Interest. Bert Ball, secretary of the comrecently addressed the Grand Forks Commercial Club and pointed out some pertinent facts in crop improve-The plan of the crop improvement com-

mittee is, in brief, a farm bureau in each The committee is co-operating the work, and is ready to supply \$1,000 be secured by writing to George L. Dobie, to each of a 1,000 counties that will ortion of all interests is the aim of the mmittee, and they believe that the

him with the industrial possibilities of various portions of the United States. Mr. Pindell's home has been in Mary-then by utilizing these studies so as to land. He is well known throughout all point the way to the farmer for reorofficial circles in Washington, and his ganizing his work along business and imfall if paternalism is made the predominant factor."

The object of the organization will be the advancement and uplift of Southport and all its commercial and business interest, and to bring attention to the provement lines. Any or all of the crop improvement plan, in our judgment, will

Information Wanted. Leigh H. Irvine, of Eureka, Cal., is anxious to hear from Chambers of Commerce Board of Trade, C. F. Goller, of the the country over as to what they have Goller Grover Shoe Company; Francis accomplished by development and public-Goller Grover Shoe Company; Francis accomplished by development and public-Johnson, of C. H. Aborn & Co., and ity campaigns. Mr. Irvine, who is preparing a book for an Eastern house, covering the history and philosophy of community development campaigns in the United States, has had many years' experience in campaign work. He desires to secure information and with to secure information relative to actual work carried on—the amount of time and adaptable to conditions in Norfolk, Barmoney consumed and the effort needed.

Mr. Irvine may be addressed at box 572,

Eureka, Cal.

adaptable to conditions in Noriols. Bartion Myers, a leading attorney of Nortolk, is patiently gathering and studying all necessary data.

ORGANIZATIONS AROUND SAN FRANCISCO BAY CONFER FOR PROGRESS

Recently more than eighty of the representatives of commercial organizations in the district about San Francisco Bay held a meeting at the Chamber of Commerce in San Francisco. Discussions cenfined to be through moving picture lecures and special traveling exhibits in conjunction with active carvassing through crews of agents. The California Development Board was discussed in the light of similar development boards in that part of the country. The Immigra-I would suggest that you use the Liberty that part of the country. The Immigra-Statue and have a light flash from it in Commission of California came in Statue and have a light hash from it. It the shape of a pennant and in this flash pennant use the words: 'New York! The Great Beacon Light.' New York doesn't "to investigate the immigration problems." that will be presented to us with the opening of the Panama Canal, the distribution of the immigrants who will the mariner in the storm so would 'New York, the Great Beacon Light!' be a guide or beacon for the merchant who the congestion of population and of foresight and care in the Eastern States." The tourist feature and its re-lation to the development of California was also discussed, this having relation to the general campaign of "See America first." The following organizations were represented:
Alameda—F. N. Delanoy, H. Hauch, H. Rosenthal.

Antioch-W. S. George Berkeley-C. D. Heywood, G. L. Schneiser, Wells Drury.

Martinez-O. K. Smith. H. M. Bush. Newark-W. C. Graham. Niles-G. F. Sullivan, E. A. Ellsworth. Oakland—A. F. Taft, Theodore Gier, Wilber Walker, W. E. Gibson, W. W. Keith, J. W. Phillips, A. A. Denison.

Palo Alto-W. H. Kelley, H. F. Cong-Redwood City-H. C. Tuchsen, G. A. Merrill

San Leandro-G. H. Cowie. San Mateo-L. P. Behrens, D. C. Dou-

San Rafael—W. L. Courtright. Santa Clara-H. L. Shaw, L. M. Saptjo, H. S. Roberts, B. Fernish. Sausalito-Z. W. Tiffiny.

Vallejo-J. J. Madigan, Thomas Smith. GREAT GUARANTY FUND.

Bradford, Pa., has raised a guaranty fund of \$260,000. It is a subscription of credit and not of cash. In creating this fund the bankers and leading financial nen were first interested. No subscri cial responsibility would not be acceptable to the bankers, thus preventing impairment of the value of the fund for indorsing commercial paper. organization that may contemplate creating a similar fund for the purpose of furthering industrial activities in its tothis latter feature is one that should be kept in mind, otherwise one or more subscribers of questionable finanutility of the fund. The article of agreement which should be read and studied by many commercial organizations fully covers all questions involved in raising secretary of the Bradford Board of Trade, Bradford, Pa.

New Commercial Association.

Southport, N. C., March 13 .- On March at the courthouse a new organization was formed, under the title of Southport Commercial Association, with officers as follows: President, M. C. Guthrie; vice at once enrolled. An executive commit-The object of the organization will

Norfolk's New Move.

Leading business men of Norfolk, Va., are planning to organize a Chamber of Commerce which shall deal with all phases of the city's activities. In order that a thoroughly suitable organization plan may be secured, information is

COMMENTS ON GROWTH IN MANUFACTURED EXPORTS

Evidences of the Wide-Spread Distribution of American Manufactured Products With Special Reference

to the Western Hemisphere.

From the Washington Post.

New York.—In the twelve months which ended June 30, 1912, the United States marketed in South American countries manufactures, not including foodstuffs, of the money value of almost exactly \$115,500,000. In the year 1902 the money value of our exports to South American countries was only \$39,000,000. In these brief figures, officially prepared by O. P. Austin, assistant chief of the bureau of foreign and domestic commerce at Washingand domestic commerce at Washingand ton, can be found possibly the most important commercial record which President Wilson and his administration in the White House and the Capitol will have opportunity to study. In the eleven years since the United States two or three years incommercial record which the eleven years since the United States two or three years might be prepared to furnish an unparalleled foreign commerce phenomian. For to these men it seemed as though the indications pointed to an exportation of manufactured products. ment which has amazed the merchants and financiers of Europe are to be discovered much of the story of our material growth and certainly a perfect memonstration of the fact that at the beginning of the present century this world commerce, because while being country entered upon a new industrial and commercial epoch. In this city the assumption is frequently made that the new administration will endeavor so to advise and act as to maintain this tendency and steadily to increase it.

World commerce, because while being an exporter of food and agricultural products upon a very large scale she also is an exporter of domestic manufactures upon an even larger scale.

The Accurate Indications.

Mr. Austin's official figures have been carefully studied in this city. They are spoken of as containing a record without parallel in the history the development of foreign trade of any nation, even in Great Britain. we sold to foreign countries merchan-dise of all sorts of the money value of A Bemarkable Expansion.

For many years, in fact ever since the United States began to have large figures are almost exactly 100 per cent foreign commerce, the country was greater than the official record of our recognized elsewhere as pre-eminent foreign trade in the year 1899.
in the exportation of food and other agricultural products like cotton. As show that in the past calendar year we agricultural products like cotton. As long ago as colouial days we were exported to Europe manufactures of exporting fish and other food products and tobacco. In the latter part of the eighteenth century the founder of the great house of Brown Brothers, who had established in Baltimore a business as a linen importer, began what proved to be a great career in financing the bills of exchange, principally represented by the exportation of tobacco, then one of our leading exports. The sudden expansion in the cultiva-

tures, exclusive of food products that tures, exclusive of food products that the balance of trade is in our favor had been manufactured in salable so far as Argentina is concerned, and form, would be more than incidental, that is the only South American counor thoroughly subsidiary to our exportation of the raw products of the farm. As late as '89 Frederick D. Tappen. our importations from Brazil, is, who was for more than fifty years a course, due to the fact that the United leading executive in the Gallatin Bank States is the chief purchaser of Braof New York, thought he detected some symptoms which, if he diagnosed them accurately, pointed to a speedy and very great increase in our exportations of products of our industries. At that time it was suggested that possibly within a few years the percentage of commodities of the total value of nearwithin a few years the percentage of commodities of the total value of near-exports of manufactured products as compared with entire exports might be value of these importations had in-

The Reasons for the Development. forecast made about ten years ago, are to be found, first in the facility with which American skilled artisans adapt themselves to labor-saving machinery and in the willingness with which American manufacturers adopted, as fast as it was put upon the market improved machinery. Then, again, the relatively high rate of wages paid to skilled artisans, combined with the utilization of high-grade labor-saving which American skilled artisans adapt skilled artisans, combined with the utilization of high-grade labor-saving machinery, made it possible to secure great efficiency and to reduce the cost of manufacture. Furthermore, what-ever may be said of the dangers which lurk in great combinations of indus-trial capital, there can be no doubt that these combinations, which began to be promoted ten or fifteen years ago, greatly increased our exportation of manufactured products.

The great corporations employed

TRANSPORTATION FROM LAKES TO THE GULF ALL WATER ROUTE

All water communication between the Great Lakes and the Gulf of Mexico will b established for the first time in history in April of this year. From that time the transportation of passengers and freight between Chicago and New Orleans will be a common thing.

This important epoch in the transporta-tion facilities of the Middle West will be inaugurated April 13, when the steam-E. S. Conway, of the Chicago & Ne Orleans Transportation Company will leave La Salle for New Orleans. Passengers will be carried from Chicago to La Salle on the Rock Island Railroad, but all freight wil be taken by the company's steel barges through the drainage canal and the Illinois and Michigo Canal to La Salle, and there tran-shipped to the E. S. Conway.

Another steamer has been purchased and will be placed in the trade by May 15. Each of the boats will have a capacity for 1,100 tons of freight and 130 pag-sengers. They are equipped with elec-tric lights, steam heat, and other modern devices and appliances necessary for the comfort and convenience of the pas-

company has also purchased five steel barges and is equipping them with nower for the trade between Chicago

IMPORTANT INITIAL WORK

OF APPRAISEMENT COMMISSION One of the last official acts of Secretary MacVeagh was to release for public perusal the report of the appraisement commission. This commission was ap-pointed last summer and consisted of E. . Wakefield, chairman; J. W. Wheatley, D. Nevius, J. A. Springstead, and Guy Emerson. The committee has been about six months in its investigations, visiting personally the following ports: Los Angeles, Cal.; San Francisco, Cal.; Denver, Colo.; Bridgeport, Conn.; Tampa; Fla.; Savannah, Ga.; Chicago, Ill.; New Orleans, La.; Portland, Me.; Baltimore, Md.; Poston, Mass, Savingfield, Mass. Md.: Boston, Mass.: Springfield, Mass.: Detroit, Mich.; Minneapolis, Minn.; St. Paul. Minn.: Kansas City, Mo .: Louis, Mo.; Omaha, Neb.; Buffalo, N. Y.; New York, N. Y.; Cincinnati, Ohio; Portland, Oreg.; Philadelphia, Pa.; Pittsburg,

South America, which were of the money value of \$116,000,000, round numbers, point to the most encouraghacco, then one of our leading exports. The sudden expansion in the cultivation of cotton, which followed the invention of Whitney's cotton-cleaning apparatus, greatly increased our exportation of agricultural products. The amazing development of the magnificent wheat and corn belts of the West further emphasized our position as the leading exporter of food products among the nations of the world.

Nobody thought, even as late as 1890, that our exportation of manufactures, exclusive of food products that

These indications were accurate. It

is officially reported that the money value of our exportations for the fiscal year ended June 30 last was \$1,020,417.

687, approximately equal to the money value of our food and cotton exports.

In the latest complete calendar year

increased to possibly as much as 50 per cre sed to \$234,000,000.

Cent of the total exports.

Our total foreign commerce with South America The reasons for this sudden develop-tent which has far surpassed the 3475,000,000. This South American commerce will undoubtedly be greatly increased as soon as the Panama Canal is open to navigation. There will be

gain are continued through the admin-istration of President Wilson, then it is the view of those in this city who

work, which will add millions of delivery to the government and minimize the de-to the government and minimize the de-Wages Value of products...

have been studying this remarkable record, that four years from now it is likely to be found that at last we have matched, possibly have surpassed, Great Britian's record, and will have wrested from her the supremacy in the field of world commerce.	-
· HOLLAND.	
\$300,000,000 of revenue is collected annually. Under date of March 3, 1913, Secretary	
MacVeagh transmitted a copy of the re- port to Representative Underwood, chair-	1
man of the Ways and Means Committee,	
with a letter in which he said, in part: "This report is full of interesting and valuable information. I regret exceeding-	-
ly that this report could not have been made in time for me to make the neces-	
sary improvements that are within my	1
authority, and to make recommendations to Congress for those improvements	,
which need legislation. I believe the re-	
habilitation of the appraising work is the	1
most important remaining adjustment and reform touching the customs serv-	
ice. This work greatly needs overhaul-	1
ing. I trust my successor in the Treas-	
ury Department will take the same in- terest in this matter that I have, and	1
will avail himself of the work that has	
already been done, and which paves the	1
way for him. And I especially hope that	,
yourself and the Ways and Means Com-	
mittee will become interested in these necessary changes, and so assure the	
work, which will add millions of dollars	1

aluable information. I regret exceeding- that this report could not have been hade in time for me to make the neces- ary improvements that are within my uthority, and to make recommendations of Congress for those improvements which need legislation. I believe the re-	Number of manufacturing Persons engaged in man Capital Wages Value of products
abilitation of the appraising work is the nost important remaining adjustment and reform touching the customs server. This work greatly needs overhauling. I trust my successor in the Treas-	Number of manufacturing Persons engaged in manu Capital Wages Value of products
ry Department will take the same in- erest in this matter that I have, and ill avail himself of the work that has lready been done, and which paves the ready for him. And I especially hope that ourself and the Ways and Means Com-	Number of manufacturing Persons engaged in manu- Capital
nittee will become interested in these	Number of manufacturing

COUNTRIES THAT SHOULD BE CULTIVATED.

Here are facts compiled by the Boston Chamber of Commerce about South America:

land sold her \$129,581,000 worth.

Chile, in 1911, imported goods valued at \$127,381,000. Of this

United States and \$14,340,500 from Germany, France, and England. Bolivia, in 1910, imported \$18,980,000. Uncle Sam sold \$2,142,000 and Germany and England \$7,196,000. Brazil, in 1911, imported \$257,480,000; \$34,000,000 was from the

United States and over \$140,000,000 from Germany, France, and Eng-For these five countries alone the imports were, in a single year, \$524,533,000. Of these the United States sold \$72,838,000 and Ger-

many, France, and England \$231,511,500. Are we getting our share? No! Then why not?

I forgot to mention that in the Canal Zone I found they could sell you in a dozen languages; but when you got him to understand Pa.: El Paso, Texas: Galveston, Texas; sell you in a dozen languages; but when you got him to understand Seattle, Wash.; Tacoma, Wash., Milwau- that "you manufacturer" and "want to sell buyer," you generally go kee, Wis.

The scope of the investigation included the answer, "No understan' Inglies very much," so you compromise general study of the conditions under on "Manana," which everybody knows is "to-morrow." The American which merchandise is appraised all over which merchandise is appraised all over the country. This involves a careful examination of a system by which over in Central America.—J. K. Orr, of Atlanta, Ga.,

Five Years in the United States

	- 4.5	
1904.	1909.	Pct. of increas
216,180	268,491	24.2
6,213,612	7,678,578	23.6
\$12,625,581,000	\$18,428,270,000	45.4
\$2,610,445,000	\$3,427,038,000	31.3
\$14,793,903,000	\$20,672,053,000	39.7
	216,180 6,213,612 \$12,625,581,000 \$2,610,445,000	216,180 268,491 6,213,612 7,678,578 \$12,625,581,000 \$18,428,270,000 \$2,610,445,000 \$3,427,038,000

#		:::::::::::::::::::::::::::::::::::::::				#
ALABAMA			Pct. of	NEBRASKA Number of manufacturing establishments 1.819	2,500	37.4
Number of manufacturing establishments		3,395 81,972	\$0.0 20.8	Persons engaged in manufactures. 25,356 Capital* 280,335,000	01,966 \$09,951,000	26.1 24.5
Persons engaged in manufactures	\$105,383,000	\$173,180,000 27,284,000	64.3	Wages 11,022,600 Value of products 154,918,600	13,898,000 199,019,000	26.5 28.5
Value of products	100,170,000	145,962,000	33.7	Number of manufacturing establishments 115	177	53.9
Number of manufacturing establishments	168	311 7,200	84.0	Persons engaged in manufactures. 1.016 Capital 52 862 000	2,650	160.8
Persons engaged in manufactures	\$14,396,000	\$32,873.000 5,503,000	128.3	Wages 693,000 Value of products 3,696,000	1,982,000 11,887,000	166.0 283.9
Wages Value of products	28,683,000	50, 257, 900	79.0	NEW HAMPSHIRE		
Number of manufacturing establishments	1,907	2,925	53.4	Number of manufacturing establishments* 1,618 Persons engaged in manufactures. 93,758 Capital \$109,195,000	. 1,961 84,191	20.7
Persons engaged in manufactures	\$46,306,000	\$76,174,690 19,113,000		Wages 27,883,000 Value of products 123,611,000	\$139,900,000 36,200,000 164,581,000	27.8 30.7 33.1
Value of products	53,865,000	74,916.500	30,1	NEW JERSEY	101,007,000	50.1
CALIFORN Number of manufacturing establishments	6,839	7,669	12.0	Number of manufacturing establishments 7,010 Persons engaged in manufactures 296,262	8,817 371,265	25.8 25.3
Persons engaged in manufactures	\$282,647,600	\$537,134,000	17.9 90.0 30.1	Wages 128, 169, 000	\$977,172,000 169,710,000	26.7
Wages Value of products		84,142,000 529,761,000	44.3	Value of products	.145,529,000	17.9
Number of manufacturing establishments		2,661	26.6	Number of manufacturing establishments 199 Persons engaged in manufactures 2891	313 4,766	57.3
Person: engaged in manufactures	25,888	\$162,668,069	31.8 51.1	Wages 2,153,699	2,591,030 \$7,743,000	20.3
Wages Value of products	15,160,000 100,144,000	19,912,660 130,044,000	29.9	value of products	7,898,000	38.4
Number of manufacturing establishments		4,251	29.3	Number of manufacturing establishments 37,191 Persons engaged in manufactures 996,725	44,935	20.8
Persons engaged in manufactures	188,046	233,871 \$517.547,000	18.1	Wages	1,203,241	20.7
Wages Value of products	87,943,000	116,119,000 490,272,000	25.2 32.8	value of products	557,231,000 ,369,490,000	35.4
DELAWAR Number of manufacturing establishments	E 631	726	15.1	Number of manufacturing establishments 3,272	4,931	50.7
Persons engaged in manufactures	20,567	23,384	16.6 19.6	Persons engaged in manufactures. 93.142 'apit. \$141.001.000 Wages 21,375.000	133,453 \$217,186,000	43.3 54.0
Vages Value of products	8,153,000	10, 296, 900 52,840,000	26.2 28.4	stage of products	31,355,000 216,656,000	60.7 52.0
Number of manufacturing establishments	LUMBIA	518	7.5	Number of manufacturing establishments 507	752	48.3
Persons engaged in manufactures	7.778	9,758 9,758 \$30,533,000	25.5 51.3		4,148 \$11,585,000	63.0 103.1
Vages Value of products	3,658,600	4,889,000 25,289,000	36.4	value of products	1,787,600 19,138,000	73.3 87.3
FLORIDA				Number of manufacturing establishments 13,785	15,108	9.8
Number of manufacturing establishments Persons engaged in manufactures Capital		2,159 61,810 965,291,000	52.8 37.9 98.0	Capital	523,004 ,300,733,000	25.1 61.8
Wages Value of products	15,767,000	22,962,000 72,890,000	45.8 44.9		245,450,000 ,437,936,000	34.5 49.7
GEORGIA				Number of manufacturing establishments 1.123	2,310	105.7
Number of manufacturing establishments Persons engaged in manufactures	3,219 102,365	• 4,793 118,686	48.9 15.3	Capital	18,034 \$38,873,660	141.9
Capital Wages	27,393,000	\$202,778,000	50.0 27.1	Wages 2,799,000 Value of products 21,459,000	7,240,000 53,632,000	158.7 1 119,5 1
Value of products	151,040,000	202,963,000	31.3	Number of manufacturing establishments 1.602	2.246	40.2
Number of manufacturing establishments Persons engaged in manufactures	364	725 9,900	99.2 161.4	Persons engaged in manufactures 22,018 Capital	34,722	57.7
Capital	\$9,689,000	\$32,477,000 5,498,000	235.2 167.0	Wages 11.444,000 Value of products. 55,525,000	19,902,000 93,005,000	73.9 67.5
Value of products :	8,769,000	22,400,000	155.4	Number of manufacturing establishments 23,495		
Number of manufacturing establishments Persons engaged in manufactures	14.921	18,026 561,044	20.8	Persons engaged in manufactures 855,392	27,563 1,002,171 ,749,005,000	17.3 17.2 87.7
Capital Wages	\$975,815,000	\$1.548,171,000 273,319,000	58.6 31.1	Value of products 367,961,000	455,627,000 ,626,742,000	23.8
Value of products		1,919,277,000	36.1	Number of manufacturing establishments		
Number of manufacturing establishments Persons engaged in manufactures	7,044 176,227	7,969 218,263	13.1 23.9	Capital	1,951 122,641 3290,901,000	20.7 17.6 34.7
Capital Wages	\$312,071,060	\$508,717,000 95,511,000	63.0	Value of products 43.113,000	55,234,000 280,344,000	28.1
Value of products		579,075,000	47.0	Number of manufacturing establishments		
Number of manufacturing establishments Persons engaged in manufactures	4.785	5,528	15.5 27.7	Capital	1,854 78,040	32.5
Capital		78,360 \$171,219,000 32,542,000	63.7	Value of products 13,869,000	20,361,000 113,236,000	52.7 46.8 42.7
Value of products		259,238,000	61.4	Number of manufacturing establishments 686		
Number of manufacturing establishments	2,475	3.435 54,649	38.8	Capital	1,020 5,226 \$13,018,000	48.7 45.9 71.6
Persons engaged in manufactures	\$68,680,000	\$156,090,000 25,904,000	76.0 37.2	Wages	2,298,000 17,870,000	61.6
Value of products	198,245,000	325,101,000	61.0	Number of manufacturing establishments		
Number of manufacturing establishments	3,734 69,755	4,776	27.9 15.3	Persons engaged in manufactures 69,287 Capital	4.609 87,672 167,924,000	45.2 26.5
Persons engaged in manufactures		79,060 \$172,779,000 27,888,009	17.3	Value of products	28,252,000 180,217,000	63.9 23.0 30.6
Value of products	159,754,000	223,754,000	40.1	Number of manufacturing establishments		
Number of manufacturing establishments	2,001	2,516	20.3	Persons engaged in manufactures 57,892 Capital	4.588 84,575	45.3
Persons engaged in manufactures	\$150,811,000 25,316,000	86,563 \$221,816,000 33,386,600	35.8 47.1 31.9	Value of products 24.469,000	216,876,000 37,907,000 272,896,000	87.5 54.9 81.3
Value of products		223,949,000	20.2	Number of manufacturing establishments		
Number of manufacturing establishments	3,145	3,546	12.8	Persons engaged in manufactures	749 14,133 \$52,627,000	23.6 46.5
Persons engaged in manufactures	\$2,109 \$143,768,660 32,692,600	88,476 \$262,260,000 37,632,000	7.8 40.7 15.1	Wages 5,137,000 Value of products. 38,926,000	\$52,627,000 8,400,000 61,989,000	102.4 62.9 59.2
Value of products	144,029,000	176,029,000	99.0	VERMONT		1
Number of manufacturing establishments	3,862	4,837	25.6	Persons engaged in manufactures	1,958 38,580 \$73,470,000	4.2
Persons engaged in manufactures		125,489 \$251,227,000 45,436,000	16.9 24.4 25.7	Wages 50,000 Value of products 53,084,000	\$73,470,000 17,272,000 68,310,000	17.3 10.5 8.3
Value of products	243,376,000	45,436.000 315,669,000	29.7	VIRGINIA		
Number of manufacturing establishments	10,723	11,684	9.0	Persons engaged in manufactures 88,898	5,685 120,797	78.4 35.9
Persons engaged in manufactures		614,399 \$1,279,687,000	21.6 32.5	Wages 27,943,000	216,392,000 38,154,000 219,794,000	46.2 36.5 47.7
Wages Value of products	1,124,602,600	301,173,600 1,490,529,000	29.6 32.6	WASHINGTON		
Number of maunfacturing establishments	7,416	9,159	20.0	Persons engaged in manufactures 51,459	3,674 80,118 222,261,000	33.6
Persons engaged in manufactures		271,071 \$683,947,000	35.4 72.8	Wages 30,087,000	222, 361,000 49,766,000 220,746,000	129.2 65.4 71.4
Wages Value of products	429,120,009	118,963,000 685,109,000	46.4 59.7	WEST VIRGINIA		
Number of manufacturing establishments	4,756	5,361	16.9	Persons engaged in manufactures 48,55d	2,586 71,463 150,922,000	22.6 46.2
Persons engaged in manufactures	\$3,301 \$184,963,000	104,406 \$275,416,000	25.3 49.0	Wages 21,153,000	33,000,000 161,950,000	73.8 56.0 63.5
Wages Value of products	307,858,000	47,471,000 409,420,060	32.4	WISCONSIN		
MISSISSIPI Number of manufacturing establishments	1,520	2,598	70.9	Number of manufacturing etaablishments 8.568 Persons engaged in manufactures 173,572 Capits 5812,647,600 9.	9,721 213,426	13.6 23.0
Persons engaged in manufactures		\$6,761 \$72,393,000	32.1	Wages 71,572,000	895,657,000 93,905,000 590,306,000	46.8 31.4 43.6
Wages Value of products	14,819,000 57,451,660	\$18,768,000 20,555,000	26.6	WYOMING		1
Number of manufacturing establishments	6,461	8,375	29.6	Number of manufacturing establishments 169 Person: engaged in manufactures 2,163 Capital \$2,696,000	3,393	58.6 56.9
Persons engaged in manufactures Capital	156,585 \$379,369,000	186,705 \$444,343,000	18.6	Wages 1,261,000 Value of products 3,302,600	\$6.195,000 2.031,000 6,219,000	129.8 65.0 77.4
Value of products		\$0,843,600 574,111,000	21.3 30.6	ALASKA		
MONTANA Number of manufacturing establishments	382	677	77.2	Number of manufacturing establishments. 82 Persons engaged in manufactures. 2.164 Capital \$10,685,060	3,479 3,479 \$13,660,600	85.4
Persons engaged in manufactures	10,196 \$52,590,000	13,694 \$14,588,000	34.3 15.2	Wages 1,096,000	1,948,000	77.7

FOREIGN TRADE BY COUNTRIES.

The following details, showing the value of merchandise imported into the United States and American merchandise exported to each of the princi-Argentina, in 1911, imported \$353,972,000 worth of goods. The pal countries during the seven months ended with January, 1913, compared United States sold her \$50,521,000 worth. Germany, France, and Eng-1 with corresponding periods of the preceding fiscal year, have been completed by the statistical division of the Bureau of foreign and domestic commerce, Department of Commerce and Labor:

Chile, in 1911, imported goods valued at \$127,381,000. Of this \$15,775,000 was from the United States, while Germany, France, and England sold her more than \$80,400,000.

Peru, in 1910, had \$24,200,000 imports; \$4,400,000 was from the United States and \$14,340,500 from Germany. France, and England. Congress, and others will tend to change conditions.

0	COMMERTEE	* ****	ind to cital	Countries.		
	Imports from-			Experts to-		
	Grand divisions:	1912	1913	Grand divisions:	1012	
e	Europe	\$471,335,382	\$559,254,486	Europe	\$828,868,190	\$97
	North America	156,625,529	199,960,696		284,713,492	35
r-	South America	123,061,806	139,519,291		75 960 933	5
	Asia	132,606,308	160,483,885	Asia	62 168 489	2
	Oceania			Oceania	42.344.831	7
r,	Africa	3,048,564	14,301,891	Africa	13,096,554	1
	Total	\$812,199,616	\$1,096,437,767	Total	\$1,307,152,479	\$1,59
	Principal countries:		4-7-1-7-17-17	Principal countries:	41,001,102,313	\$1,52
. 1	Argentina	\$13,346,267	\$17,814,757	Argentina	\$33,161,628	53
	Australia	4.542,964	6,572,398	Australia	22 202 200	2
	Belgium	22,049,747	23,356,093	Belgium	31,490,443	
-	Brazil	75,538,298	82,039,389	Brazil	17 124 651	9
	Canada	05 665 147	73,100,198	Canada	177,580,142	23
đ	China	16,412,781	22,425,500	China	13,979,378	40
d	Cuba	42,437,006		Cuba	37,325,973	
u	France			France		10
it.	Germany		118,798,293	Germany	colors's so	
31	India, British	25,944,225	36.187,103	India, British		. 21
e	Italy			Italy	20 164 212	
11	Japan			Japan	00,109,010	9
11	Mexico	33,915,839	45,374,140	Mexico		- 37
e	Netherlands	19 549 319	21,776,014	Netherlands	29,470.157	- 3
-	Russia	19 783 849	19,275,600	Russia	65,050,647	
10	United Kipgdom		187,754,100	United Window	12,513,301	
	CHILD BUNGALINA	***********	TAL \$103'TAN	United Kingdom	351,188,287	- 3
				The second	Service Services	

AMERICAN GOODS POPULAR IN THE SOUTHERN COUNTRIES

Latin Countries Large Importers of United States Products in Spite of Little Effort Being Made to Promote Sales With Our Southern Neighbors.

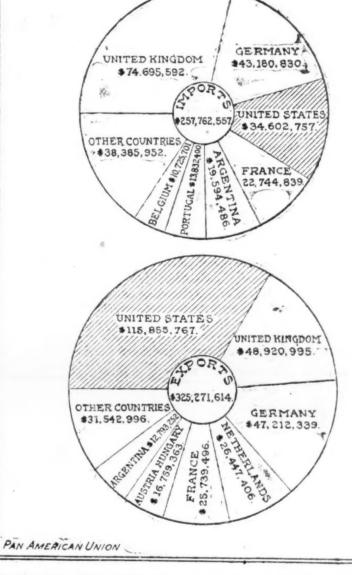
The fact that Latin countries are undergoing rapid transformation, that railways are penetrating from coast to coast, that travel from all parts of the world to Latin America is greater than ever before, that steamship companies are building finer and larger ships for this trade; that the American harvester, the American thresher, the American automobile, the American windmill, the American sawmill, the American elevator, the American elevator, the American products have won a lasting place in the trade of Latin countries is a strong plea for further placing American furniture of every description all over the continent. The two Americas have been rent asunder that we may be drawn together more closely in peace, friendship, and commerce.

Are these countries are unplies. In practically every counting room library, or government office where our modern and up-to-date appliances are able found they are popular. Many Inland and smaller towns have not seen the most improved labor-saving devices and on throw their value; clerks and of-ticals are to be seen working over anti-quated books and forms, while it is not quated books and they are to be seen working over anti-quated books and forms, while it is not quated books and they are to be seen working over anti-quated books and they are to be seen working over anti-quated books and they are to be seen working over anti-quated books and they are to be seen working over anti-quated books and they are to be seen working over anti-quated books and they are to be seen working or anti-quated books and they are to be seen working over anti-qu

we may be drawn together more closely in peace, friendship, and commerce.

Are these countries able to buy furniture and are they buying? Just a glimpse at statistics. Ten years ago an iron bedstead was almost a curiosity in Colon, but to-day it has largely supplanted the





Diagrammatic evidence of the great unconquered export field in South America. represented by Brazil alone. Courtesy of Pan-American Bulletin.

extent due to the number of Americans amount of \$57,971; in 1910, \$147.008; in 1911, employed in the Canal Zone. In Venezuela metal beds are little known and rough wooden ones are made of mahogany by the native carpenter. A first class

In 1969 Chile imported from the United States furniture to the amount of \$23,173; in 1911 the same country imported from various sources 680 tons of furniture.

modern business devices. Cartejene has
a few American desks and some typethe writers, but more could be placed there
by a thorough demonstration of the uses
of modern office appliances. In 1909 Cociation of Furniture Manufacturers of America. \$21,468 worth of furniture; very fair fig-ures considering the effort; 1911, \$21,948. Argentina in 1909 bought wooden furni-ture from the United States to the

used in Argentina comes from other countries. During the four years from 1904 to 1908, \$6.177,175 worth was purchased by this country. Austria furnished the largest share, with the United States a close second, and Germany was third. A close second, and Germany was third. A

wooden article. In 1910 more than \$23,000 | stock with them it has sold with consi worth of American furniture went to erable success. In 1909 Brazil imported Panama; this, of course, is to a large from the United States furniture to the

bed could find a market according to the establishment employing 300 or more men latest report of the American consul at which turns out high priced as well as

States furniture to the amount of \$25,173; in 1911 the same country imported from yarious sources 680 tons of furniture, and of this amount 207 tons came from the United States; of chairs and sofas, a separate classification, the United States furnished 195 of the 555 tons imported. Otherwise classified (1911), \$100,539 from the United States.

The United States of the 555 tons imported. Otherwise classified (1911), \$100,539 from the United States.

In July, August and September of the present year sixty-five traveling salesmen visited Guayaqui, of whom five were from the United States. Notwithstanding the fact brought out most forcibly by this statement, Ecuador imported \$2,254.

306 worth of products from the United States in 1910.

316 The Latin-American trade cannot be won at once. It must grow gradually as the countries themselves grow. Constantly increasing and improving travel facilities is making all of the countries more cosmopolitan. Settled business men may be loatly to adopt new ideas, but competition in every line is forcing attention to improvements and conventences. I recall a few years ago when a Brazilian party came to the United States on the new ship "Acre." I further recall that it was the older men of the party who exchanged large sums of money for our office furniture. They saw its utility demonstrated and no argument was necessary; they purchased of their own acrowd to the United States in 1910.

31. In Colombia very little effort has been made to introduce office furniture and modern business devices. Cartejena has a few American desks and some type-ord. So it will be in the various Latin countries, but we must first demonstrate the worth of our products.

Port Efficiency of New York.

Argentina in the United States to the ture from the United States to the amount of \$466,176; in 1910, \$761,750. Metal furniture sales there increased from \$9,665 to \$15,720 during the same period. During the first six months of 1912, 2,063 ships with 231,196 passengers entered the port of Buenos Aires, statistics which port of Buenos Aires, statistics which speak for themselves. In making a report recently on the It is estimated that half the furniture ports. Great installations of the most Argentina comes from other modern and effective types of machinery large portion from the former country was the best wood furniture. Mission styles came from England, while France ports seem better equipped, these offistyles came from England, while France supplied the most expensive and the highly ornamental pieces. In 1911 Argentina purchased \$2,628,560 worth, of furniture from other countries, and in the same year the United States advanced to first 56,662,878 less than the eye of the observer can readily mass the entire harbor with its cranes, derricks, and vessels into a single picture, presenting to the eye a whole shock cases, filing cabinets, are all exceedingly popular.

book cases, filing cabinets, are all exdecidingly popular.

Steel safes are in demand in Uruguay, and in various departments of that government are to be seen American filing devices and other office fixtures. The representative of one American firm, after a stay of only one month in 1910, 825,328 (20,825,328 (20